Board of Trade Journal

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Front cover photograph

Filling a 25-kilogram paper sack with amino-plastics moulding powder at the new BIP Chemicals Ltd. factory at Whiston near Liverpool. This is claimed to be the most modern factory in Europe for producing amino moulding materials and was officially opened in April this year by Mr. R. M. Bateman, chairman of Turner and Newall Ltd., the parent company of BIP Chemicals. In his opening speech to Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, and other distinguished guests, Mr. Bateman said that of the 8,500 tons of amino moulding powder exported from the United Kingdom, some 7,000 tons came from BIP – an export contribution of over £1 million. Whiston's production will increase output by 9,000 tons per annum and should enable BIP to increase its exports to about 40 per cent of its total output.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow airport (Q)	11 April 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	25 June 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	9 July 1969
Industry's investment intentions (3 times a year)	18 June 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	13 Aug. 1969
Chemical industries productio (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	21 May 1969
Income and finance (Q)	4 June 1969
New companies registered:	
Gt. Britain (M)	23 July 1969
N. Ireland (M)	23 July 1969
Computers:	
UK computer market (Q)	23 July 1969
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment credit business (M)	2 July 1969
International trade credit (A)	16 Aug. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	20 Aug. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 Mar. 1969
Production, exports and orders (M)	This week
ECGD business (Q)	This week
Film industry:	
British Film Fund Agency returns (M)	6 Aug. 1969
Cinema admissions and takings (M)	13 Aug. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	6 Aug. 1969
Footwear industry orders and deliveries (M)	20 Aug. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	6 Aug. 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	6 Aug. 1969
Value of overseas trade (M)	20 Aug. 1969
Value of overseas trade: analysis of trends (Q)	6 Aug. 1969
Gold and convertible currency reserves (M)	13 Aug. 1969
Hairdressing trades turnover (M)	13 Aug. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	13 Aug. 1969
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Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	13 Aug. 1969
Machine tools, deliveries and orders (M)	20 Aug. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	2 July 1969
Deliveries (Q)	7 Feb. 1969
Production (M)	13 Aug. 1969
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Assets (A)	30 July 1969
Transactions (Q)	14 May 1969
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N. Ireland index (M)	This week
Royalty transactions (A)	14 May 1969
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Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	20 Aug. 1969
Wool exports (Q)	25 June 1969
Wool output (M)	This week
Tourism:	
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UK tourist traffic (M)	20 Aug. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	20 Aug. 1969

Board of Trade Departments, etc. Subject	Last published
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	This Week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June, 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	13 Aug. 1969

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LATE ANNOUNCEMENT

AUSTRALIA

Special Advisory Authority Inquiry on Machine Tools

The Australian Minister for Trade and Industry has referred to the Special Advisory Authority for Inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Radial Drillers, Grinders and Lathes (tariff items 84.45.131, 84.45.239, 84.45.321).

The hearing of the Special Advisory Authority is on August 27. Its report will be published within thirty days of the date of the reference.

United Kingdom interests wishing to make their views known to the Special Advisory Authority should get in touch immediately with their Australian agents or with the London office of the Australian Trade Association, 21 Tothill Street, London S.W.1. (Tel. 01 799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel. 01 222 7877 Ext. 2319 or 2318) quoting reference number CRE 1406/69.

At the time of going to press, production of the London Gazette is being seriously delayed as a result of industrial action at the Stationery Office press. Under present circumstances H.M.S.O. cannot guarantee the appearance of any particular issue of the the Gazette and some issues may have to be cancelled or amalgamated. Advertisers are advised to submit their notices well before the final statutory date for publication.

THE QUEEN'S AWARD TO INDUSTRY 1970

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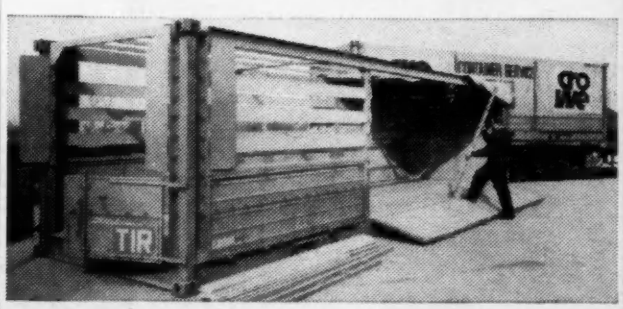

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TRADE OPPORTUNITIES IN EEC COUNTRIES

Selling consumer goods in Italy

By John Ford, CMG, MC, Counsellor (Commercial), British Embassy, Rome

This is the second of two articles dealing with trade with Italy. The first, an appraisal of the market for capital goods, appeared last week. Previous articles in this series have been: the markets for consumer and capital goods in the Federal Republic of Germany (February 28, March 14 and May 2); capital and consumer goods in the Netherlands (June 18 and June 25); capital and consumer goods in France (July 9 and July 16); capital and consumer goods in Belgium (August 6 and August 13).

The market

IN THE PAST decade Italy has emerged as a major industrial power. Private consumption rose from £15,300 million in 1965 to £18,200 million in 1967.

The wealthiest areas are in the North. *Per capita* buying power, like the wage level in Milan, is comparable with that of South-east England, and is greatly in excess of those in Turin and Rome which come next in order of importance. Other areas, however, are rapidly increasing their buying power, including the newly industrialized areas of the Veneto, Tuscany, Emilia-Romagna, and to a lesser extent in the South around Puglia and Catania and Palermo in Sicily.

Italians tend to spend to the limit of their income on consumer goods. Their own domestic industry is capable of meeting the bulk of the mass markets' needs of consumer goods, but imports into the country have been steadily increasing as they become more adventurous in their tastes.

British exports

As long as Britain is outside the EEC the British exporter of consumer goods hoping to sell to Italy will in nine cases out of ten find that he is competing against Italian and Common Market products of comparable quality and design which sell at around 30 per cent below his price because of the tariff difference. Nevertheless, British exports of consumer goods, though these constitute under 20 per cent of total British exports to Italy, are considerable. In order to obtain a reasonable share of the market exporters must have products which are novel or have an edge on quality or snob appeal and/or be prepared to back them with relatively expensive promotion; and, of course, appoint determined agents with extensive sales organizations.

Historically, British consumer exports to Italy have largely revolved around clothing (particularly high-quality men's clothing), textiles, whisky and pottery (Italy is after Germany the British potters' best European market), and smokers' requisites, including pipes, tobacco and lighters. Toys enjoy a steady sale, and the range of British firms exhibiting through agents at the Milan Toy Fair is always impressive. For the past two years the Book Development Council has gone to the Bologna Children's Book Fair, where the results (in terms of sales of publishing rights) have been most encouraging. There would seem to be scope for increased sales of other British books, particularly paperbacks, though the total book market in Italy is still small by British standards. Antique and reproduction furniture sales are healthy, though here a lot of the trade is handled through Italian buyers in Britain. British jams sell steadily despite the tariff barrier; so do British confectionery, and biscuits, though if the mass market is to be tapped, some arrangement for local production is usually necessary. Other fairly promising fields are pet foods, boating accessories, stationery and office accessories, motor car accessories, cosmetic and toiletries (though heavy promotional expenses are needed for these), garden and horticultural equipment, certain ready-made ladies' dresses and

(*Continued on next page*)

Admiring a Jaguar car during the British Days at Cremona in June are: (left) M. Apdo Gattoni, Vice-Consul (Commercial), Mr. J. W. Wraight, HM Consul General, Milan (centre) and (right) Mr. W. Sharpe, Consul (Commercial).

Several large orders have been received from Italy and other European markets for these 'Elegant' garment labels, produced from a new fabric specially made for export by P. P. Payne Co. Ltd. Seen here at the firm's Nottingham factory are (left) Mr. H. K. Smart and Mr. F. Kraetz, resident European sales managers.

CONSUMER GOODS IN ITALY, *continued*

suits, novelty fashion items like 'fun-furs', and household items including wallpaper (though local competition is increasing rapidly) and cheap broadloom carpeting.

Distribution system

Italy is still *par excellence* the country of the small shopkeeper, of restricted trading licences, of exclusive selling agreements (which are often not even city-wide but cover one district), and where most things can be made to measure if people are prepared, as they often are, to pay the price. Mail order sales represent only 0.4 per cent of all retail sales (in West Germany, for example, they account for 5 per cent). The three largest Italian mail order houses Vestro, La Base and Postal Market together sell only some 14 billion lire of goods annually, where West German's Quelle mails out goods worth 250 billion. Discount houses only appeared in Rome and Milan in 1964; and the negligible influence of collective buying chains or co-operatives is another reflection of the small-scale nature of Italian commerce. Only some 2 per cent of all Italian shops – and there were 800,000 of these in December, 1967, one for every 67 inhabitants – have entered into collective buying agreements; and these agreements cover only 3.5 per cent of all retail sales. These buying groups, moreover, are a northern development; only 656 retailers in Southern Italy and the islands had entered into joint agreements by the end of 1965.

The number of retail stores rose from 690,000 in 1962 to 800,000 in 1967, stimulated by the exodus of young people from agriculture into small-scale commerce. Yet in June 1968 the Ministry of Industry calculated that there were only 500 supermarkets (defined as having more than 400 sq. m. of selling space and selling mainly foodstuffs) and mini-markets which accounted for only about 1.8 per cent of Italy's retail food sales; and of these shops 332 were in Northern Italy. General stores with over 400 sq. m. selling space totalled 339; and in 1967 it was calculated the sales of all large stores (department stores, chain stores, etc.) in the country totalled about £400 million (only about 3.6 per cent of Italy's estimated retail turnover of £10,936 million) with a 10 per cent rise forecast for 1968 (unfortunately more recent statistics are not available).

In the clothing sector, there is only one important chain of department stores, Coin (12 outlets) based on the Veneto. In the food sector Supermarkets Italiani (31 outlets), SMA (53 outlets) (which belongs to La Rinascente Group), Max-Market (6) and Pam (8) (both of the La Centrale finance group) and Stella (12) are the most important chains, though there are other smaller ones in the Rome area and in Southern Italy. Standa (106 outlets) belonging to the Montedison Group and Upim (110 outlets) belonging to the La Rinascente Group cover the whole country and sell lower-priced consumer goods, both food and non-food, but their price range normally excludes most foreign imports. La Rinascente is still the only chain of stores that sells a wide range of high-class consumer goods; but it has at present only seven outlets.

In trying to understand the Italian distribution system it is important to remember that Italy has only been united for the past 100 years. City rivalries are still strong, and the gulf between North and South remains wide. Northern firms tend to neglect the South, partly because credit terms are in general far longer there and partly because debt collections and administration are more difficult and time-consuming. Another brake on commercial development is the 1926 Retail Licensing Law, the charter of the small man under which licences are uneconomically restricted and fragmented – a butcher, for instance, cannot sell salami or ham products. Supermarkets, chain stores and the like have to obtain special building and licensing permits the grant of which can take two or three years.

There are other major weaknesses on the food retail side in particular which have hindered progress. There are very few important producers' co-operatives in Italy (the best organized is probably AICA of Bologna); they normally sell through wholesalers, of whom there are some 90,000 in Italy, and their direct links with the retail industry are slight. Foodstuffs are badly preserved, products are seldom standardized, and packaging is still backward. Supermarkets have not yet advanced far towards vertical integration, and their prices are not conspiciously lower than those in the smaller retail stores, although their convenience in terms of range of product and quality control will undoubtedly give them an increasing edge in future. The only effective food marketing boards are those for ham and cheese, partly perhaps because both are largely regional specialities and hence easier to organize.

In the new showroom of Wedgwood's Italian agent, Messulam SAS, in Milan, from left to right are Mr. Douglas Hawley, Wedgwood European sales manager; Mr. William U. Lydeard, divisional director – sales of Wedgwood Marketing Limited; and Mr. Piero Mezzanotte, head of Messulam.

Some points for the British exporter

As can be seen from the foregoing paragraphs direct sales to the large stores alone are not the key to the Italian market. Only one large store, La Rinascente, has a buying agent (Portmans) in London, and most prefer to buy through an importer/wholesaler in Italy, because of the certainty that they can obtain supplies when they want. The fact that British products thereby become more expensive does not matter so much, since British consumer goods exports have tended to concentrate on the luxury end of the trade (cashmere, shetland, whisky, glass and pottery, boat accessories, leather goods and so on). Moreover, many Italian importers (particularly those importing men's overcoats and rainproofs) often do not want to sell to the large stores: they are afraid they may lose their British product's luxury image.

In seeking to find an agent and arrange a distribution system for his products the British exporter would do well to bear the following points in mind:

(a) **Agents** The agent may claim nation-wide coverage, but seldom has it. Milan province is thought to account for one third of all Italy's foreign trade and for 40 per cent of all imports from Britain. It is tempting for any agent to cut down his transport costs by restricting distribution – Milan-Palermo is further than Milan-London – and yet still be unwilling to give up part of Italy to another main importer. British firms should examine an agent's coverage very carefully, preferably by regular visits to Italy, and should be prepared to reduce coverage if necessary. The gains from appointing a South Italian independent agent will not be spectacular at first, and will probably lead to credit and debt collection problems; but, with the South's increasing affluence (largely a reflection of heavy government spending) it will, in the future, be an advant-

age to have an importer on hand who knows his clients. A recent La Rinascente promotion of United Kingdom consumer goods concentrated on Sicily and Sardinia precisely because they were unexploited markets; and it is now claimed that S Italy's *per capita* income equals that of the North in the mid-1950's.

(b) **Mark-Ups** Mark-ups are high in Italy. They can go up to 100 per cent on beer sold through bars, to about 40 per cent on biscuits or confectionery, and to 150 per cent on ladies' ready-to-wear clothing. Supermarkets buy in at lower margins, but pricing policy is remarkably stable, and price-cutting wars seldom happen. A United Kingdom exporter selling a quality or luxury product has at present little alternative but to accept these mark-ups.

Items designed for the mass market present more difficulties, and selling through a commission agent is often not the answer. One method which is well worth considering for some types of products, e.g. biscuits or confectionery is to link up with a large established Italian manufacturer of a complementary product who already has a country-wide sales organization and arrange distribution through him. If the manufacturer can be persuaded that the imported item would be a useful addition to his own range and that there is enough in it for him, a British product has the chance of being translated, sometimes within a matter of months, from a low-selling speciality to a much wider-selling popular line. Sometimes a British exporter's best way of attacking the mass market may prove to be local manufacture either in Italy or within the Common Market.

(c) **Punctual Delivery** Punctual delivery is most important. In calculating dates the British exporter should bear in mind that Italian customs procedures are often very slow, particularly if the product exported is a new line and the agent in Italy has had no previous experience in handling it. British Railways' new container service to Milan – soon to be extended South to Rome and Naples – usually takes under four days; and rapid transportation by road is also possible. The British Consulate-General in Milan can advise on experienced shipping companies.

(d) **Advertising** British firms have the reputation of not spending enough on advertising and publicity in support of their agents who expect to be backed financially in their promotional activities. Although newspapers are not widely read in Italy by comparison with other European countries, there are a large number of popular magazines, and Italian television and radio both carry advertisements. It may pay British exporters to allocate a special discount on prices to be used for promotional activities. Where a major attack is being launched on the Italian market, it may well be advisable to apoint an advertising agent such as CPV or L.P.E.-Sigla (both with offices in Milan) in view of the sophisticated state of the Italian advertising/public relations trade.

(e) **Patents** A British exporter should try to defend technically-advanced products by taking out a patent. Nevertheless there is often little real protection against copying; there are thousands of small family firms who turn out made-to-measure items for individual clients, and, because of the administrative difficulties of going to court and the great expense and delay usually involved in litigation, it is often hard to secure effective protection. It is, therefore, often best to join forces with an Italian manufacturer, who can either manufacture under licence in Italy (thus avoiding the Common Market tariff) or act as a general agent, if the product in question is complementary to his own range.

(f) **Italian Food Regulations** Italian food regulations, especially those concerning additives, must be carefully studied (e.g. no malt vinegar). Labelling must be in Italian, and the ingredients clearly marked. Customs sampling of food products can on occasion be an irritant, and it pays to discuss these matters thoroughly with a prospective agent before appointing him.

(g) **Trade Fairs** Trade fairs have acquired considerable importance in Italy. They are not as international as their German counterparts, but they are increasingly specialized, and most of the buyers can be found at, for instance, the Samia Clothing Fair at Turin in September, the Milan Toy Fair and Genoa Boat Show in January, or the Bologna Food Fair in April. The Milan Samples Fair in April remains the largest single showpiece of Italian commerce and industry. British jewellers and gift-ware manufacturers have exhibited regularly there for the last three years, and orders taken from both Italian and foreign buyers have been considerable. It is also a good fair for agents' displays of toys, garden equipment, foodstuffs and furnishings. A different form of initiative have been the British Market Stands that by the end of 1969 will have exhibited at five general Italian Trade Fairs, from Trieste in the North to Messina in the South. These Stands, organized by British Export Promotions Limited of Florence, and sponsored by the Embassy and the Export Council for Europe, sell goods directly over the counter and serve as a useful test-market for British novelties. Attendance at trade fairs in the provinces often provides a good opportunity to reconnoitre areas of Italy where agents are poorly represented.

The Oscar of European commerce – Italy's 'Mercurio d'Oro' – has been awarded this year to John Walker and Sons, Scotch whisky distillers, for 'productivity development and economic collaboration'. Mr. D. Kerr, managing director, received the award on behalf of Johnnie Walker from Count Fiorentini, President of the Industrial Association of Rome, representing the Italian Minister of Industry Sig. Tanassi. Shipments to Italy, where Johnnie Walker is claimed to be the established brand leader, have increased by approximately 10 per cent each year during the last five years.

(h) **Visits** Firms wishing to export on any scale to Italy should see that a representative pays at least one visit to Italy a year, and preferably more. Personal contacts are all-important in Italy. If British firms do not keep their product constantly in the Italian agent's mind, there is a serious risk that he will shift his attention to other lines.

(i) **Trade Literature** In general Italians do not speak many foreign languages, and British exporters will find that agents for consumer goods seldom speak English. British exporters who really want Italian business would therefore be well advised to use Italian for their correspondence and trade literature.

British commercial services in Italy

The main British commercial office in Italy is now in the Consulate-General at Milan where among the Commodity Officers, Mr. John Carter specializes on household products and furniture and Mr. Ian Harris on textiles and foodstuffs. Although, given the fact that industrial and capital goods tend to form the bulk of British exports to Italy, the Commercial Officers at the Embassy at Rome and also in the Consulates at Turin, Genoa, Venice, Florence, Naples, Messina and Palermo spend much of their time visiting factories and local authorities in search of export opportunities in the industrial field, they do also keep a constant look out for opportunities in the consumer goods field and last year posts in Italy reported a total of 198 export opportunities in the consumer goods field. Of these 39 concerned opportunities for sales, 153 requests from potential agents and six

(*Continued on next page*)

CONSUMER GOODS IN ITALY, *continued*

opportunities from firms seeking licences. Ninety-six of these led to negotiations with British companies; and it is clear that there are still good opportunities waiting to be picked up. Although it is always difficult to spot what are the areas in which the most promising opportunities lie, the Consulate-General at Milan are at present taking a close look at the following fields which seem to them perhaps the most immediately promising:

Giftware (traditional Old England type and novelties).
Garden accessories.
Boat accessories.
Motor car accessories.
Educational and teaching aids.
'Do-it-yourself' items.
Reproduction furniture.
Sports goods.

During the course of next winter Commercial Officers will be looking out in particular for opportunities in these fields.

Recently the staff of the Consulate-General have been concentrating their attention on industrial centres in Lombardy, and as part of this programme the Consul-General, accompanied by some of his commercial staff, has made official visits to Parma and Cremona to see factories, firms, shops, research centres and other places of interest. At both cities the local authorities took the initiative to arrange 'British Days' to coincide with these visits, and shops in the city centres mounted special window displays of British goods. The days were organized by local retailers' associations and Chambers of Commerce, and the Unions of Industrialists printed posters and placards with a special British flavour for the occasion. Altogether some 65 shops in Parma and 90 in Cremona took part and more British goods were sold on the days than possibly in a month ordinarily. It is hoped that in the course of the coming months more similar initiatives can be arranged in other centres in Northern Italy. The Consulate-General at Milan is keeping in close touch with Italian agents of British exporters with a view to trying to ensure that the sales momentum created by these spontaneous efforts is not lost.

In 1968 and this year the Consulate-General in Milan had much pleasure in receiving and helping outward missions from the Birmingham and Leicester Chambers of Commerce and are now looking forward to a mission next year from the Walsall Chamber. We very much hope that we may have more opportunities to help other British exporters in this way, and also to lend a helping hand in Joint Venture efforts such as those now being organized by the Clothing Export Council at the Samia Autumn Fair in Turin, and those to be organized at the Shoe Fair and International Children's Book Fair at Bologna next year.

Conclusion

Even if tariff conditions and the multiplicity of small outlets in Italy described above are inhibiting factors to a British exporter thinking of entering the Italian market, he should not forget that the general atmosphere for the sale of British consumer goods in Italy is favourable. Britain and things British are popular with most Italians and there is a widespread desire to see Britain in the Common Market. Finally, Italy is a booming country with a vast potential for growth in consumer demand and an exciting place in which to do business.

British manufacturers seeking agents in Italy, or requiring more information about the Italian market for their goods, should make their first approach to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex No. 886143 Answer Back: Bothillgate, Ldn.) or their nearest Board of Trade Regional Office. (See page 596 of this issue.) Export Services Branch and the Regional Offices can also give advice and assistance to British exporters planning business visits to Italy, provided they have adequate notice of the visit.

List of addresses of the main organizations mentioned by name in the article:

La Rinascente, Piazza Carlo Erba, 6, Milano.
Grandi Magazzini Coin S.p.A., Via Terraglio, 17, 30174 Mestre.
Grandi Magazzini Upim S.p.A., Piazza Carlo Erba, 6, Milano.
Magazzini Standa S.p.A., Via Celestini IV, 6, 20123 Milano.
Supermarkets Italiani S.p.A., Via Gia Bologna, 20090 Limito (Milano).
Stella S.I.A.S., Via Rugacesio, 6, 20090 Segrate (Milano).
Supermercati Alimentari Maxmarket, Via Boccaccio, Trezzano Sul Naviglio (Milano).
Supermercati Pam S.p.A., San Polo 1199, 30125 Venezia.

Export opportunities in Italy — consumer goods

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7016, 7017. *Telex* 886143. *Answer Back BOTHILLGATE LDN; Telegram EXSERBRA.*

Reference No.	Commodity		Bulletin No.
E.S.B. 27271/69	Synthetic fur fabric	Source of supply	123/69
E.S.B. 27020/69	Medicines	Manufacture under licence	123/69
E.S.B. 26413/69	Eau de Cologne; jewellery; lavender water	Agency	122/69
E.S.B. 26016/69	Plastic roof covering sheets; plastic tubing	Agency	122/69
E.S.B. 26245/69	Linen piece-goods; woollen piece-goods	Agency	120/69
E.S.B. 25076/69	Massage and slimming apparatus	Source of supply	120/69
E.S.B. 25961/69	Art prints; book holders; desk sets; gift articles; greeting cards; smokers' requisites; stationery	Agency	119/69
E.S.B. 25961/69	Paper products	Source of supply	118/69
E.S.B. 25349/69	Boats	Agency	116/69
E.S.B. 25156/69	Asbestos cloth; leather	Source of supply	114/69
E.S.B. 25188/69	Paint	Manufacture under Licence	114/69
E.S.B. 23868/69	Cassette tape players; photographic laboratory equipment; radios; tableware; tape recorders	Source of supply/ Agency	112/69
E.S.B. 48831/69	Paper	Source of supply	112/69
E.S.B. 23682/69	Heating plant accessories, domestic	Agency	111/69
E.S.B. 23924/69	Textiles	Agency	111/69
E.S.B. 23926/69	Fishing tackle; hunting guns; pistols	Source of supply	110/69
E.S.B. 23890/69	Clocks	Source of supply	109/69
E.S.B. 23859/69	Salmon	Agency	109/69

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Mr. Edmund Dell to visit Latin America

TOMORROW (August 28) Mr. Edmund Dell, Minister of State, Board of Trade, will leave for a three-week visit to Latin America. He will visit Brazil, Argentina, Chile, Panama, Costa Rica and Mexico.

During his tour of these countries the Minister will see trade and finance ministers and talk to local Chambers of Commerce and trade associations about opportunities for trade and Anglo-Latin American commercial relations.

Mr. Anthony Crosland, President of the Board of Trade, visited Brazil and Mexico in March, and Mr. Dell's tour of Latin American countries is a further sign of the importance which the United Kingdom Government attaches to its relations with these countries, and of the concern of the Board of Trade to make industry aware of the important and expanding markets in this area.

Mr. Dell will be accompanied by his private secretary, Mr. J. D. Thomas, and by the head of the Board of Trade's branch in the Commercial Relations and Exports Department concerned with Latin America, Mr. E. W. M. Magor.

Committee of Inquiry on Small Firms—call for evidence

THE COMMITTEE OF INQUIRY on Small Firms, which was set up by Mr. Anthony Crosland, President of the Board of Trade on July 23, is now ready to accept written evidence by interested individuals and organizations. The Committee have held five meetings and the general direction of the Inquiry has been decided. Mr. John Bolton, the chairman of the Committee, wrote to more than 2,000 trade associations, professional bodies, universities and other organizations on August 20, inviting their views on a wide range of questions concerning the role and problems of small firms. His letter identifies the following major areas for study:

(a) The importance of small firms in the economy.
  (i) Statistical description of the small firm 'population' in terms of their number and size (output, employment, capital, etc.) with an analysis of recent trends and changes in this 'population.'
  (ii) The economic advantages and disadvantages of small firms and especially their role as innovators and specialist suppliers.
  (iii) Their profitability and efficiency in the use of resources, including manpower, finance, capital equipment and materials.

(b) The services available to small firms from Government, Government-sponsored agencies and other sources and in particular:
  (i) Technical, commercial and statistical information.
  (ii) Expert advice – from consultants, bankers, accountants, etc.
  (iii) Educational and training facilities.
  (iv) The need for co-ordination of the services available and the extent to which they are used by small firms.

(c) Special implications for the management and development of small firms of:
  (i) Sources of development, finance and working capital.
  (ii) Taxation, including estate duty.
  (iii) Investment grants.
  (iv) The operation of the Industrial Training Act, 1964.
  (v) The requirements of the Factories Acts.
  (vi) The disclosure provisions of the Companies Acts.
  (vii) The requirements of industrial development and planning controls.
  (viii) The statistical and other returns required by Government.

(d) The experience of small firms and attitudes towards them in other countries.

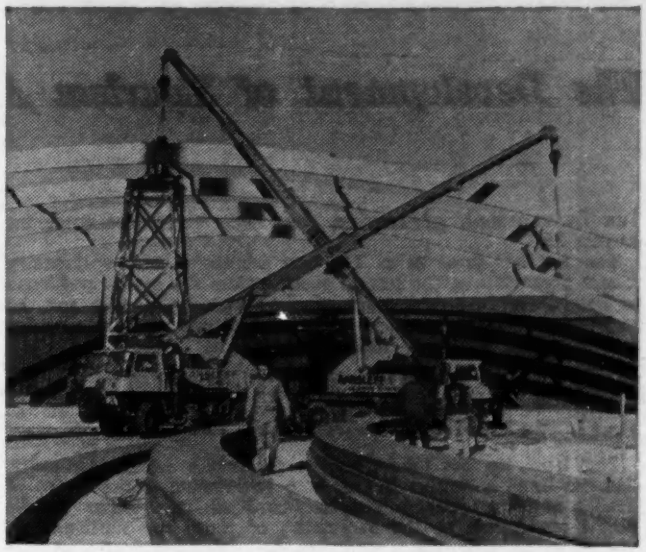
(e) Practical proposals which can be put to Government for improving the efficiency of small firms.

The Committee are willing to receive written evidence from any firm, individual or organization whether or not specifically invited to make a submission. They would ask for this to be submitted in 10 copies and addressed to the Committee Secretary. Those wishing to submit evidence, however, are advised to make contact, in the first instance, with the Committee Secretary, Mr. D. C. Hartridge, at 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2595).

The Committee reserve to themselves a general right to publish any evidence, written or oral, that is laid before them. The Committee, however, appreciate that some of the evidence that will be put before them will be of a confidential nature, and provided that this is clearly indicated when the evidence is submitted, the Committee will take this into account when preparing their report.

The Committee are aiming to complete their inquiry and produce a report within 12 months and it is therefore essential that the collection and analysis of evidence should be completed as soon as possible. Those submitting written evidence are therefore asked to do so as early as possible and in any case not later than November 30. The Committee may invite selected organizations and individuals to give oral evidence in amplification of their written evidence at a later date.

Announcing the first stage of the Committee's investigation at a conference in London on August 20, Mr. John Bolton said that it was estimated there were about half-a-million small firms in this country, accounting for about 15 per cent of the gross domestic product.



Construction of a 27,500 sq. ft. wooden building for the storage of house tiles is currently in progress at Nodenskov Teglvaerk, Varde, in Denmark. The building incorporates 23 parallel, laminated wood arches, each 197ft. long, which together form the roof. Each individual arch was erected in two equal sections by two Coles 120T diesel hydraulic telescopic boom cranes. They were used to lift and position the twin two-ton sections which were finally joined and secured at the highest point of the arch.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

The Development of Tourism Act 1969

THE DEVELOPMENT of Tourism Act, 1969, came into force on August 25.

The Act has three parts. The first establishes a new statutory tourist organization; the second part provides for grants and loans to hotels, and the third part contains enabling powers for the registration of hotels and other tourist accommodation and for requiring them to display their room charges.

MAIN PROVISIONS OF THE ACT

Part I. The Tourist Authority and the Tourist Boards

Part I sets up four tourist bodies – the British Tourist Authority, and the English Tourist Board, both responsible to the Board of Trade; and the Scottish Tourist Board and the Wales Tourist Board responsible to the Secretaries of State for Scotland and Wales respectively. It also describes their functions and powers.

Under Section 1 of the Act the British Tourist Authority will have not more than nine members, the Boards for England, Scotland and Wales, not more than seven each. The four tourist boards are intended to be compact, functional bodies. Their members will not be representatives or delegates for particular sectional or geographical interests. A link between the four bodies will be provided through the Chairmen of the Tourist Boards of England, Scotland and Wales who will be members of the British Tourist Authority. Matters such as membership, staffing and proceedings of the boards are dealt with in Schedule 1 of the Act.

The new organization will have responsibilities not only for tourist publicity and promotional work, but also for encouraging the provision and improvement of tourist amenities and facilities (Section 2). The British Tourist Authority will be responsible for the promotion overseas of tourism to this country and will be able to deal with subjects of common interest to the country as a whole, e.g., co-operation with other national organizations, general research and advisory services (Section 2 and Section 5). The development of tourism in England, Scotland and Wales will be the responsibility of their respective tourist boards, who will be able to carry out promotional work and publicity within the United Kingdom. All four boards will have powers under Section 4 to give financial assistance to particular tourist projects. There is provision in Section 3 for general schemes of financial assistance to classes of tourist projects, to be made by Order.

All four Tourist Boards will be able to set up advisory and consultative machinery to maintain links with trade and consumer interests.

The Act draws particular attention to the desirability of co-operation between the three "Country" Boards (the English, Scottish and Wales Tourist Boards) and bodies such as area and regional travel associations. The Country Boards will have power to give financial and other help to such bodies (Section 2).

The British Tourist Authority will be able to carry out overseas promotion for the Channel Islands, the Isle of Man and Northern Ireland at the request of their tourist organizations (Section 5). All four boards will be able to provide the Minister of Overseas Development with technical experts to help in programmes of technical assistance to overseas countries.

Part II. Financial assistance to hotel developments

This part of the Act provides for grants and loans for certain hotel developments. The scheme follows closely the proposals contained in the White Paper "Hotel Development Incentives". It will be administered by the English, Scottish and Wales Tourist Boards.

Grants (Section 7-12 and Schedules 2-4). The Act provides an entitlement to grants to three types of qualifying projects:

Section 7 provides for grants for new hotels which have certain specified characteristics.

Section 8 provides for grants for hotel extensions which provide not less than five additional bedrooms. Again, the hotel must have the specified characteristics when the extension is completed.

Section 9 provides grants for buying and installing certain items of fixed equipment in existing hotels which have the specified characteristics. The fixed equipment qualifying for grant is listed in Schedule 3 and includes such things as central heating, air conditioning, bathroom equipment and lifts, subject to a minimum expenditure in respect of any hotel of £1,000 in a financial year.

The characteristics which establishments will have to satisfy are described in Sections 7 and 16 and include requirements that they will have at least ten letting bedrooms (25 in Greater London) and lounge facilities and that they will be open to the general public, and will provide at least breakfast and an evening meal and appropriate hotel services including the cleaning of rooms and making of beds. Establishments will need to have all these characteristics between April 1 and October 31 in each year or at all times during this period when the premises are open.

Section 11 sets out the rate of grant. This will be 20 per cent of the eligible expenditure (25 per cent in Development Areas) with a ceiling, in the case of new hotels and qualifying extensions to existing hotels of £1,000 (£1,250 in Development Areas) for each new or additional letting bedroom provided. The application of a ceiling to the grant is designed to encourage the provision of additional accommodation in the medium/lower price ranges.

Loans (Section 13)

The Act provides no entitlement to loans for hotel developments, but the English, Scottish and Wales Tourist Boards will have a discretionary power to give loans, in addition to grants, in certain cases, both for new hotels and for any work of altering or extending existing hotels. Hotels which get loans will have to have the same characteristics, when work is completed, as those required in connection with grants.

The relevant Minister will be able to give directions to the Tourist Board about the points on which the Board must be satisfied before making a loan, and these directions may include a requirement that the Tourist Board must be satisfied about the need for a loan.

Amount of loans and rate of interest

Loans for new hotels will normally exceed 30 per cent of the approved capital expenditure, but in exceptional cases, a Tourist Board may, with the approval of the relevant Minister and of the Treasury, give a loan of up to 40 per cent. Loans towards the cost of extensions or improvements to existing hotels will not exceed 50 per cent of the eligible expenditure. The maximum loan for any one project will be £500,000.

Restrictions on the making of grants or loans

Expenditure on land, or on the purchase of existing buildings, will not rank for calculation of either grant or loan. Local Authorities are not eligible for grant or loan; nationalized industries and their subsidiaries will be eligible for grants but not for loans (Section 14). In general, a project will not get a grant or loan under this Act if it has already had a grant or loan from public funds from another source.

As foreshadowed in the White Paper (paragraph 27) it is not the intention to preclude payment of grants or the giving of loan assistance in appropriate cases where the owner and operator of the hotel are not the same person.

Section 10 and Schedule 4 deal with entitlement to grant in such cases and with cases where expenditure is incurred by predecessors in title.

Period of the incentives scheme

Qualifying projects on which work began on the site after March 31, 1968, but before April 1, 1971, and which are completed before April 1, 1973, will come within the scope of the scheme.

Part III. Registration of tourist accommodation

Section 17 provides enabling powers for the registration by the

Tourist Boards of tourist accommodation. The Act does not set out any pre-determined scheme of registration, classification, or grading but provides for the making of a scheme by Order in Council.

Notification of prices of accommodation

Section 18 enables provision to be made by an Order in Council requiring hotels and other establishments in Great Britain which provide sleeping accommodation to display or otherwise notify their room charges.

Finance and staffing

The British Tourist Authority and the English, Scottish and Wales Tourist Boards will all be able to charge for their services and to earn – for example by the sale of their publications – commercial revenue (Section 2). However they will in the main need to be financed by money voted by Parliament (Section 20). Grants towards the administrative expenses of the four bodies and expenses incurred in the exercise of their general powers are not expected to exceed about £3½ million in the first full year of operation. Expenditure on grants and loans under Part II of the Act cannot be closely estimated since much will depend upon the timing and level of investment in hotel development but expenditure under this head could rise to about £8 million in a year during the operation of Part II of the Act.

Each of the four Boards will be responsible for recruiting their own staff, but they will need the consent of the relevant Minister and of the Civil Service Department to the numbers and to the pay of their staff.

Chairman of British Tourist Authority appointed

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Sir Alexander Glen, KBE, DSC, to be chairman of the British Tourist Authority which is being established under the Development of Tourism Act, 1969.

The British Tourist Authority will be responsible for promoting tourism to Great Britain from overseas as well as having general responsibility for the promotion and development of tourism and tourist facilities in Great Britain as a whole. In particular, the new Authority will be carrying on the overseas promotional activities currently carried out with the assistance of a Government grant-in-aid by the British Travel Association. Transitional arrangements will be the subject of discussion between the British Tourist Authority and the British Travel Association.

The Board of Trade will make a further announcement in due course about appointments of members of the British Tourist Authority and about appointments of the chairman and members of the English Tourist Board, also to be set up under this Act. The appointments of chairmen and members of the Scottish Tourist Board and the Wales Tourist Board are the responsibility of the Secretaries of State for Scotland and Wales respectively and will be announced by them in due course.

Note: Sir Alexander Glen has been chairman of H. Clarkson, shipping company, since 1962. During this period he has been intimately connected with the development of Clarksons' business in shipbroking, shipowning, insurance, freight forwarding and travel. He became a member of the Export Council for Europe in 1960, of which he was chairman from the end of 1964 until the end of 1966. Since then he has been a member of the British National Export Council.

The appointment is for three years and is on a part-time basis carrying a salary of £5,000 a year.

The Act also sets up separate Tourist Boards for England, Scotland and Wales. These Boards will be responsible for home publicity, and for encouraging the development and improvement of tourist amenities and facilities in England, Scotland and Wales respectively. They will also administer the hotel development grants and loans for which Part II of the Act provides.

New reference to Monopolies Commission— supply of asbestos and asbestos products

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on June 16 that he proposed to ask the Monopolies Commission to investigate the supply of asbestos and certain asbestos products. The reference was made on August 18.

The Monopolies Commission have been asked to investigate whether monopoly conditions exist and if so whether they operate against the public interest. Any person or organization wishing to offer evidence in relation to this matter should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regents Park, London, N.W.1.

THE MONOPOLIES AND MERGERS ACTS 1948 AND 1965 REFERENCE TO THE MONOPOLIES COMMISSION ASBESTOS AND CERTAIN ASBESTOS PRODUCTS

Whereas it appears to the Board of Trade that it is or may be the factt hat conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948 (hereinafter called 'the Act of 1948') as amended by the Restrictive Trade Practices Act, 1956, and the Monopolies and Mergers Act, 1965, applies prevail as respects the supply of each of the two following descriptions of goods, that is to say:

(i) asbestos fibres;
(ii) asbestos products.

Now, therefore, the Board of Trade in pursuance of section 2(1) of the Act of 1948 as so amended hereby refer to the Monopolies Commission for investigation and report the matter of the supply within the United Kingdom of each of the two descriptions of goods herein before specified.

The Commission shall as respects such supply investigate and report on whether the conditions to which the Act of 1948 as amended as aforesaid applies in fact prevail, and, if so, in what manner and to what extent.

The Commission shall, if they find such conditions prevail, also investigate and report whether the said conditions and any things which may be done by the parties concerned as a result of, or for the purpose of preserving, those conditions operate or may be expected to operate against the public interest.

In this reference 'asbestos products' means the following products made from or containing asbestos, that is to say brake linings, clutch facings and other friction materials: asbestos cement products; yarns and fabrics, including protective clothing; thermal and acoustic insulation products; jointings, packings, packing rings and oil seeds.

Notes:

The Board of Trade are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;
(ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them:

(a) metal containers;
(b) fire insurance.

The Commission are also carrying out investigations into the general effect on the public interest of (a) certain restrictive practices which may prevail in relation to the supply of professional services and (b) the practice of refusal to supply.

Investment grants for containers used in transport and distribution

THE BOARD OF TRADE announce that, in future, investment grants under Section 1 of the Industrial Development Act, 1966, will be made on certain categories of industrial containers (other than containers for use on ships) only where the assets remain in use by the owner exclusively within the establishment at which they are provided for use. This decision applies to capital expenditure incurred on or after October 1, 1969.

The items of machinery or plant concerned include bins, certain types of pallets, cable drums and similar handling receptacles.

Grants have been made in some cases where such items owned by an undertaking engaged in a manufacturing process were used to transport products in course of manufacture between two establishments in the same ownership, or to transport materials into its factory for use in manufacturing. While grants will not in future be made on containers which are provided for use in these circumstances, the Investment Grants Offices will continue to accept applications in respect of them where capital expenditure was incurred up to September 30, 1969.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 10.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.38	Nickel sulphate	As in previous column	December 31, 1969	6994
29.03	4-Nitrotoluene	Para-nitrotoluene	December 31, 1969	13323
29.06	O- cresol	As in previous column	December 31, 1969	4846
29.10	Dimethoxymethane	As in previous column	December 31, 1969	10772

INTERNATIONAL TRADE CENTRE - TRAINING FACILITIES

The International Trade Centre UNCTAD/GATT helps developing countries in the field of export promotion. Among its many activities is that of the training of developing countries' nominees in the techniques of export promotion. Through courses held at its headquarters in Geneva or made available to it nationally by developed countries including the United Kingdom, the Centre hopes to arrange for training to be given to some 250 nominees of developing countries during the year 1968.

For further information write or phone the United Kingdom Liaison Office: Miss E. P. M. Bagg, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

ECGD backing for export contracts

Oil tanker for Panama

THE EXPORT CREDITS Guarantee Department signed a Financial Guarantee on August 20 covering the financing of an oil tanker of about 133,000 tons deadweight worth approximately £4.7 million for Panama. The vessel will be owned by the Nestor Shipping Company Limited of Panama. The vessel is scheduled for delivery in December 1969 and is being built by Lithgows Limited of Port Glasgow, 'a member of the Scott Lithgow Group'.

The loan, which is for 80 per cent of the contract value, is being made available by the Bank of Scotland and is repayable over 10 years from scheduled date of delivery.

Sprinkler irrigation for Rumania

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the supply and erection of an automated sprinkler irrigation system at Sadova-Corabia in South West Rumania.

The £22 million contract, announced in July, is between a consortium of British companies headed by Taylor Woodrow International Ltd., and Industrialimport State Enterprise of Rumania. Completion of the project is scheduled over three phases with the final commissioning date 44 months from the effective date of contract.

The loan, to the National Bank of the Socialist Republic of Rumania and the Rumanian Bank for Foreign Trade, is being made available by the Midland Bank Ltd. (who will manage the loan), Barclays Bank Ltd., Lloyds Bank Ltd., Westminster Bank Ltd. and the National Provincial Bank Ltd., and is for approximately £18 million. It is repayable over a period of about 11 years.

ECGD business during second quarter of this year is given on page 570.

European Space Research Organization (ESRO)

A LIST of ESRO tender actions likely to be initiated during the third and fourth quarters of 1969 was published in the *Export Service Bulletin* on August 22. Any firm requiring a copy of this issue of the *Bulletin* should write to Export Services Branch, Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4, enclosing a remittance of 2s. in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade. General inquiries should be adressed to Export Services Branch, Board of Trade, Room F18, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7158).

ABCC merchanting trends inquiry

THE RESULTS of the 22nd ABCC Merchanting Trends Inquiry were published on August 18. The report is based on the replies of just under 200 merchants whose estimated annual turnover is about £334 million. All replies were made before the announcement of the devaluation of the French franc.

The results show a decline in confidence about the general business situation since the inquiry conducted four months ago, but there is little change in the outlook for exports. In general, export merchants at least expect to maintain current rates of activity. About half the respondents state that prices are likely to limit their export performance over the next four months, but delivery dates, quota restrictions and political and economic conditions abroad are seen as almost equally important factors. Difficulties over credit or finance are accorded rather greater weight than in recent surveys, but these factors still appear to be relatively unimportant in determining the level of export merchanting activity. Import merchants predict a lower rate of orders, less import arrivals and a lower level of outstanding orders, but a continued rise in import prices.

Institute of Export presentations

PRIZES AND PROFICIENCY Certificates gained during the 1969 examinations of the Institute of Export will be presented by Sir Anthony Elkins at the Institute's annual prizegiving on October 24 at the Royal Society of Arts, London, W.C.1.

The third Dale Business award has been won by Mr. Van Den Broek (right), of Stokvis and Zonen, Rotterdam, distributors for Dale Electric of Great Britain Ltd., in Holland. The award is offered every three months to the distributor who lands the most attractive order for Dale generating equipment. The first was won by a Swedish firm, the second by a Portuguese company. The third award is made for the securing of an order for three large Dale fully automatic mains failure standby generating sets, to be installed in a multi-storey supermarket, near Rotterdam. The presentation of a business briefcase was made by Mr. Kenneth Milner, manager overseas operations.

Report on the Royal Mint for 1968

THE 99TH ANNUAL REPORT of the Deputy Master and Comptroller of the Royal Mint was published on August 20 (HMSO, price 12s. 6d.).

The report gives full details of the activities of the Royal Mint during 1968 and contains information on the output of coins, medals and seals during the year together with photographs of some of the new coins and medals produced. Among the subjects dealt with in the body of the report are the approaching demise of the halfcrown, decimal coinage designs, and the new Royal Mint in South Wales.

Production of coins

Coinage production was only slightly less than the 1,366 million produced in 1967. The total number of coins produced was 1,357 million, of which 456 million were destined for Commonwealth and foreign countries. A high proportion of the coins produced for domestic use were of the new decimal range, but the number of £ s. d. coins struck was substantial and included 14 million halfcrowns, 18 million florins and 76 million sixpences. The bronze coins of the current type produced consisted of 170 million pennies and 46 million halfpennies.

Medal and seal productions

The number of medals produced showed an increase, the comparative figures being 95,000 against the 80,000 struck in 1967. Amongst the seals prepared were the new Public Seal for Uganda, a Consular Seal for New Zealand and seals for various official bodies.

First thousand million decimal 'coppers' minted

THE THOUSAND MILLIONTH decimal bronze 'copper' coin has been produced at the new mint at Llantrisant, South Wales, the Decimal Currency Board and the Royal Mint announced on August 14. This has been achieved 18 months before D Day, February 15, 1971, when Britain begins the change to decimal currency. The new Mint, which was officially opened by HM the Queen on December 17, 1968, has the task of producing a 'stockpile' of 3,400 million decimal 'coppers' (½p, 1p and 2p) by D Day. A further 750 million decimal coins in cupro-nickel 'silver' (5p/1s and 10p/2s) will also be produced to achieve a total requirement of 4,150 million coins.

The stockpile of decimal 'coppers' alone means that there will be available by D Day approximately 60 of these coins, worth around 15s., for every member of the population.

New BNEC Committee for Australia and New Zealand

A NEW COMMITTEE – BNEC Australia and New Zealand – is to be formed by the British National Export Council. Lord Hayter, chairman of Chubb & Son's Lock and Safe Company Limited, has agreed to become chairman at the invitation of the President of the Board of Trade. The new committee will replace the separate committees for Australia and New Zealand as from September 9 when the two present chairmen, Sir Peter Aitken and Mr. J. M. Butler retire, and it will cover the same territories including New Guinea, Papua and Fiji.

'The new committee will however continue to watch the separate interests of Australia and New Zealand,' said Lord Hayter on August 20, 'although it will be appreciated that in the United Kingdom most exporters to the Antipodes do business with both countries and missions are encouraged to spend time in both markets whenever desirable. To ensure that the individual interests of both Australia and New Zealand are constantly borne in mind, I shall in due course, appoint two deputy chairmen with specialist knowledge of each market for, while many problems and indeed opportunities are common to both, I am well aware of specific problems particularly in the case of New Zealand.'

Lord Hayter is past chairman of the Hospital Equipment Group of the British Hospital Export Council and recently led a successful trade mission from this group to Australia and New Zealand. Lord Hayter's own company, Chubb & Son's Lock and Safe Company Limited have offices throughout Australia and New Zealand and factories in Sydney, Melbourne, Perth and Wellington.

First year's work of Printing and Publishing Board

THE FIRST ANNUAL REPORT of the Printing and Publishing Industry Training Board (HMSO, price 2s.), which was published on August 20, identifies four areas where firms want immediate help and encouragement. They are:

1. Establishing their own training needs.
2. Starting the process of management development and management training.
3. Employing and making good use of qualified training officers.
4. Forming group training schemes to provide smaller firms with the services of training staff.

To help meet these immediate needs, the Board decided on a scheme of grants for training activities between August last and July this year.

These were offered to firms so that they could begin to analyse their own training needs and so that they could introduce a systematic programme of management development and training. Other retrospective grants were offered for the training and the employment of training officers and instructors and for the setting up of group training schemes. By the end of March, one pilot group training scheme had been established and several more were being formed.

The report shows that three main training committees have been set up – concerned with management, technical and commercial workers, and production workers. They have already invited and taken into their ranks representatives from the industry. The committees have also begun to plan the pattern of sub-committees and working parties that will study particular aspects of training and draw in many more people with specialist knowledge and experience.

British Steel Corporation development programme

THE MINISTER OF POWER has approved a capital development programme for the British Steel Corporation in 1969/70 of £105 million.

The approved programme includes the first stage of the proposed development at Scunthorpe and, subject to the approval of the Minister of Transport under the Harbours Act, 1964, the proposed ore terminal at Redcar. (The Corporation are still considering other possible port development at Immingham and on the Clyde.)

Note:

The BSC announced on July 11 its plans for a £130 million new steel plant and rolling mills at Scunthorpe. It also proposed a £15 million iron ore terminal at Redcar on Tees-side and – subject to the outcome of a study now in progress – to develop either a £5 million ore terminal on the Humber or a rail link with Redcar to supply ore to Scunthorpe. These projects formed part of the Corportation's development programme for 1969/70 which, as the notice says, has now been approved.

Ten factories for Clydeside

RONALD LYON (ESTATES) CO. LTD. announced on August 17 that they are to build a further 10 advance factories in the Glasgow area, starting in September. The programme, costing £450,000, will provide a total of 85,000 sq. ft. of floor space.

Five of the factories totalling 42,000 sq. ft. will be built at Lyon's Govan estate on land formerly occupied by Harland & Woolf's foundry and Gourock Ropeworks. A further three, totalling 33,000 sq. ft. will be built on the site of the former Barclay Curle shipyard, and one each at Balmore on the northern outskirts of Glasgow and at Airdrie.

Mintech aid for machine tool tests research

THE MINISTRY OF TECHNOLOGY, concerned by industry's need for guidance when formulating specifications and test procedures for machine tools, is supporting a research project at a cost of £48,000 at the University of Manchester Institute of Science and Technology.

The investigation covered by this project is directed towards the preparation of complete and systematic scientific and technical data which will form the basis for the final formulation of standard performance specifications. Characteristics being investigated include accuracy, performance and life. The work involves association with appropriate Government establishments and research associations as well as liaison with overseas centres undertaking similar work.

The project is being directed by F. Koenigsberger of the Department of Mechanical Engineering at the University, which is employing Dr. J. T. Tlusty, Head of Machine Tools Research of Vuoso, Prague, to supervise the work of the research team.

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Patents endorsed 'Licences of Right,

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject Matter
	July 24, 1969	
933,699	The Dow Chemical Company	Stabilized polyether polyurethanes
948,201	The Dow Chemical Company	Condensation product of a phenol and unsaturated hydrocarbon
962,329	Regie Nationale des Usines Renault	Disc brakes
966,181	Creed and Company Limited	Improvements in keyboards for manual operation
1,004,705	Regie Nationale des Usines Renault	Failure warning indicators for battery charging circuits
1,004,715	Regie Nationale des Usines Renault	Automotive vehicle electrical systems
1,008,287	Brown Boveri & Company Limited	Fuel cells
1,015,891	British Industrial Plastics Limited	Hydrocarbon-formaldehyde resin:
1,016,579	British Industrial Plastics Limited	Hydrocarbon-formaldehyde resins
1,018,004	Regie Nationale des Usines Renault	Latching devices for the covers of externally accessible vehicle compartments
1,050,338	Regie Nationale des Usines Renault	Drive of windscreen wipers
1,076,807	Regie Nationale des Usines Renault	Springing arrangements for seats and the like
1,081,419	Regie Nationale des Usines Renault	Improved vehicle wheel mounting assembly incorporating a disc brake
1,101,798	Regie Nationale des Usines Renault	Control mechanisms for flashing lights, particularly for direction indicator lights on motor vehicles
1,131,053	Regie Nationale des Usines Renault	Methods of producing diamond tools
	July 31, 1969	
903,823	William John McCracken	Renewable coatings for baths.
967,163	Coal Industry (Patents) Limited	Improvements to advancing mine roof supports.
990,823	Standard Telephones & Cables Ltd.	Time division multiplex telecommunication exchange.
996,962	Coal Industry (Patents) Limited	Rotary cutter unit for a mineral mining machine.
1,008,542	Standard Telephones & Cables Ltd.	P-N junction semiconductors.
1,016,959	Aktiebolaget Leo	Substituted steroid hormones.
1,020,365	Schnellpressenfabrik Frankenthal Albert & Cie. Aktiengesellschaft.	Paper stackers.
1,026,872	Coal Industry (Patents) Limited	Underground mine roof supports.
1,048,256	Coal Industry (Patents) Limited	Improvements in angle stations for endless conveyor belts.
1,070,529	Sperry Rand Corporation	Electron gun.
1,098,628	Coal Industry (Patents) Limited	Advancing roof supports.
1,107,340	Sperry Rand Corporation	Improvements in radar apparatus.
1,136,175	Karl Adolf Oesterbeld	Cooling devices.
	August 1, 1969	
1,147,664	Regie Nationale des Usines Renault	An improved servo-control device incorporating an alternator.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Patent Office.

'Flying Scotsman' leaves for US sales tour

THE FAMOUS 100-ton steam locomotive, the 'Flying Scotsman' and her complement of coaches were given an official farewell at Twickenham station on August 18, before setting off on their export sales promotion tour of the United States. Sir Charles Wheeler, chairman of the Steering Committee, read the following message:

> 'The Prime Minister wishes the firms participating in the "Flying Scotsman" mission every success in the United States. This is our most important market with tremendous opportunities for exporters who are prepared to follow up with real resolution the openings created by this venture.'

The tour, which starts on October 8, will take the train from Boston to Houston. Organizations with stands in the exhibition coaches include Bassett-Lowke (Railways) Ltd., British Petroleum and the GPO; Watney Mann are organizing the bar in the observation coach. At most of the stops there will be links with local stores, and in some cases in-store promotions have been arranged.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Visits by British overseas commercial representatives

THE following Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	
BULGARIA (Sofia)	W. F. B. PRICE, First Secretary (Commercial)	October or February 1970	In present post since 1967
CANADA (Toronto)	R. K. McKENZIE, British Trade Commissioner	November and January 1970	In present post since 1967
CZECHOSLOVAKIA (Prague)	J. W. G. RIDD, First Secretary (Commercial)	October	In present post since 1967
COSTA RICA (San Jose)	M. L. CREEK, First Secretary, Head of Chancery and Consul	November/December	In present post since 1968
EGYPT (Cairo)	J. GREAVES, Second Secretary, (Commercial)	December/January	In present post since 1967
GHANA (Accra)	P. D. D. WARDEN, Attaché (Commercial)	November	In present post since 1968
KOREA (Seoul)	D. G. REID First Secretary (Commercial)	November/December	In present post since 1968
SWEDEN (Stockholm)	B. W. V. TOMSETT, Commercial Officer	November/December	In present post since 1968
TRINIDAD (Port of Spain)	E. G. ANDREWS, First Secretary (Commercial)	November	In present post since 1968
UGANDA (Kampala)	R. W. HOWELL, First Secretary (Commercial)	October/November	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of July 23, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientic Mission has prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, London WC2 (Tel. 01-405 3422).

Some Future Developments in Telecommunications and Time-Sharing, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/48. The rapidly expanding use of time-shared computers and the future development of information utilities introduce the need for new communication services for transmission and switching. Digital transmission will be required to achieve the high data rate which will be needed. Some of these developments are described in this report.

1969 Symposium for the Association for Computing Machinery, by H. K. Bourne. 8 pages. *UKSM Report No.* 69/40. Computers are being used to an increasing extent in schools and colleges, although often for purposes other than education. Some of the applications in education and training are discussed in this report. Computer graphics is being used by aerospace and motor car manufacturing firms as an aid to the design. This is also playing an important role in the control of aviation.

Tokyo Newsletter No. 19/1969. 19 pages. This newsletter is divided into eight sections dealing with science and government policy, education, space science, engineering and technology, food and agriculture, medicine and health, honours and appointments and miscellaneous.

Washington Newsletter, July 1969: Man and Beast. 4 pages. The comparative study of human and animal behaviour has always proved to be a fascinating subject, whether one is concerned with an overall comparative analysis, or an analysis of a specific aspect of behaviour, as for example the study of human and animal aggression by such famous writers as K. Lorenz and A. Storr. The Smithsonian Institution held its Third International Symposium on comparative social behaviour under the chairmanship of Alex Adum Kwapong, Vice-Chancellor, University of Ghana. The intention was to find how human behaviour could be guided beneficially by the study of other species. The theme of the papers, which were presented, ran through spacing mechanisms; co-operative and competitive behaviour; neurological and genetic aspects of social behaviour, attraction, affiliation and attachment, the great shift from instinct to intuition, ending with a look at international behaviour and the prospects for human survival.

Aviation and Shipping

BOAC's 'all-high level' of earnings

BOAC'S REVENUE EARNINGS for 1968/69 reached its highest level of £169.6 million – an overall increase of 12.8 per cent over the previous year. The biggest increase was in freight earnings – 30.4 per cent higher than for 1967/68 – while contract services and charters increased by 21.6 per cent.

A high proportion of BOAC's revenue was earned outside the United Kingdom – £38.6 million in the dollar area, £50.8 million in the sterling area other than the United Kingdom, and £21.8 million in other areas. The total traffic earnings overseas were £111.2 million (66 per cent of BOAC's earnings), compared with £58.4 million in the United Kingdom.

Operating costs at £147.7 million were 13.4 per cent higher than the previous year. The surplus on BOAC's operations for the year was £21.9 million. After allowing for tax, interest and other items, the group profit attributable to BOAC was £21.1 million.

His Royal Highness Prince Fahed Ibn Abdul Aziz (left), Saudi Arabia's second Deputy Premier and Minister of the Interior, signed a contract recently for the purchase of eight amphibious hovercrafts to be used by the country's Coast Guards. The contract was presented to the Prince by Brigadier-General Ibrahim Al Malik (right), the Director-General of the Frontiers and Coast Guards. Colonel Poynder (centre) signed the contract on behalf of Hovercraft Company. The contract covers the construction of two bases in Jeddah and Dammam respectively as well as the maintenance of the crafts and the training of Saudi technicians from the Frontiers and Coast Guards on their operation and maintenance.

Commission on Third London Airport —Stage V public hearings

THE COMMISSION on the Third London Airport has already announced that Stage V of its work will take place early in 1970. Although the Commission is not yet able to confirm the precise date for the opening of the Stage V public hearings, interested parties may find it helpful to know that plans are being made for the public hearings to start on April 6 and that no earlier date is practicable. The hearings will normally take place on Mondays to Thursdays each week and are likely to be at the Piccadilly Hotel, London, W.1.

In January the results of the detailed investigations into the four short-listed sites carried out by the Commission's research team will be published. The Commission will enter upon the Stage V public hearings with an open mind about the conclusions to be drawn from the work carried out by its research team during Stage III and from comparable work carried out by others. The purpose of Stage V is to enable interested parties to criticise this material publicly before the Commission considers the whole of the evidence put before it and decides its final recommendation.

Detailed arrangements about applications for leave to appear or be represented at the Stage V public hearings and about the submission of proofs of evidence will be announced in due course.

Note:

The five stages of the Commission's Inquiry are as follows:

STAGE I – Receipt and consideration of written evidence; public hearings of oral evidence; publication of short-list of sites;

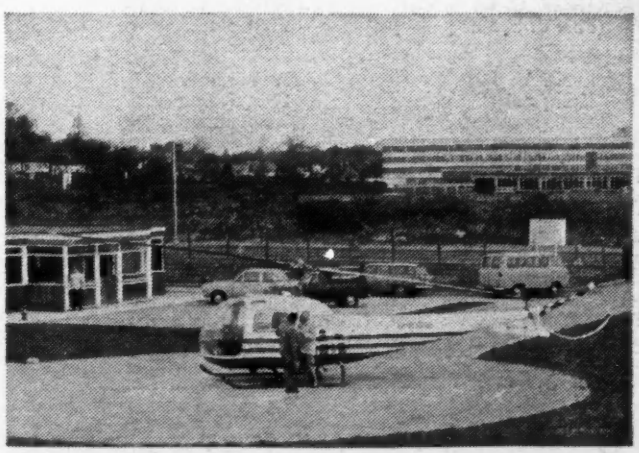
STAGE II – Public hearings of a local character at short-listed sites;

STAGE III – Research by the Commission into the short-listed sites;

STAGE IV – Consideration by the Commission of the material produced in earlier stages;

STAGE V – Public hearings at which interested parties can contest the material produced during the earlier stages; announcement of Commission's decision.

Stages II and III are at present progressing concurrently. The fourth and final local public hearing on Thurleigh (Bedford) opens at Bedford on September 8.

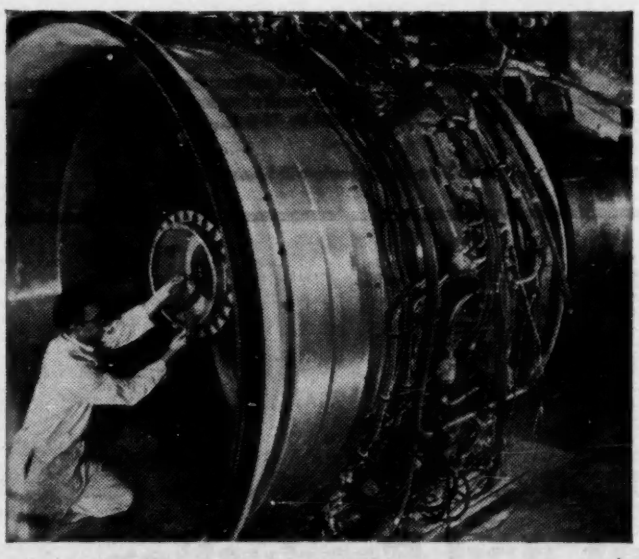


The recently opened Southampton Heliport was developed by Twyford Moors (Helicopters) Limited as a place for countrywide helicopter/VTOL communications. It also provides a municipal facility and improved communications within the Southampton Port area and is the first heliport within the United Kingdom to offer terminal facilities including hangarage, repair, maintenance and overhaul service. The enterprise was carried out with the co-operation of the Southampton Corporation and the Board of Trade.

New address of Board of Trade Shipping Policy Division

THE SHIPPING POLICY Division of the Board of Trade will move from its present address at 1/19 Victoria Street, London, S.W.1 to: The Adelphi, John Adam Street, London, W.C.2 (Tel. 01-836 1207). All telephone inquiries, for the moment, should be directed in the first instance to the Inquiry Section (extension 924).

The Ruler of Dubai, His Highness Shaikh Rashid bin Sa'id Al Maktum accepts a model of the Anglo-French supersonic airliner 'Concorde' after his recent inspection of the aircraft at Fairford. Making the presentation is Colonel G. P. Shakerley, Vice-Lieutenant of Gloucestershire. The Shaikh, who was accompanied by a party which included two of his sons, was on a four-day official visit to Britain during which he had lunch with HM The Queen and had talks with the Prime Minister and the Foreign Secretary.



The eighth RB.211 turbofan to be produced as part of the intensive development programme for the engine made its first test run successfully on schedule on July 31. Rated at 40,600 lb. of thrust, the RB.211-22 will power the Lockheed L-1011 TriStar airliner. A total of 20 engines are to be used in the bench and VC-10 flying test bed development programme for the engine. Photo shows the eighth engine in the final stages of preparation for its first test, with strain gauge wires being connected to the fan.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 596 of this issue.)

Concorde progress report

THE BRITISH Aircraft Corporation announce that the two Concorde prototypes 001 and 002 have completed the second phase of their flight development programme. The tests have included, in particular: various take-off and landing cases; flying qualities throughout a wide range of speeds during climb and on approach; engine re-heat and re-lights at various altitudes up to 40,000 ft.; functioning of all systems; noise measurements during low level flight; flying qualities at subsonic speeds throughout the CG range; exploration of the speed range up to Mach 0.95 (i.e. behaviour of the aircraft up to the lower limit of transonic flight).

The two prototypes have made, respectively, 39 and 24 flights, comprising 104 hours. During these flights the behaviour of the aircraft and its serviceability have given complete satisfaction. Five test pilots of the two companies and two test pilots from the French and British Air Registration Authorities have flown the aircraft.

The two aircraft are now in their hangers. Concorde 001, after installation of various equipment, will proceed in early September to transonic flight beyond Mach 1. Concorde 002 has also begun a work schedule in preparation for proceeding at the end of the year to explore the supersonic flight regime up to Mach 2.

New medical scales for fishing boats

THE BOARD OF TRADE published on August 22, in accordance with Section 200 of the Merchant Shipping Act, 1894, revised scales of medical equipment to be carried by fishing vessels. The new scales, which supersede those laid down in the Merchant Shipping Medical Scales (Fishing Boats) Order, 1954, as amended, will come into force on October 1.

Scale I applies to fishing boats of 80 ft. registered length or over on voyages of four weeks or more; and fishing boats under 80 ft. on voyages of four weeks or more in the course of which they proceed north of latitude 61°N, or south of latitude 48°30'N, or west of longitude 12°W.

Scale II applies to fishing boats of 80 ft. registered length or over on voyages of less than four weeks; and fishing boats under 80 ft. registered length on voyages of less than four weeks in the course of which they proceed north of latitude 61°N, or south of latitude 48°30'N, or west of longitude 12°W.

Scale III applies to fishing boats to which Scale I or Scale II does not apply.

The scales apply in general to British sea-going fishing boats of 50 ft. registered length or over except those which are not normally away from a port for more than 48 hours.

Copies of Fishing Boat Medical Scales can be obtained from HMSO, 49 High Holborn, London, W.C.1, or branches, price 4s. 6d. (or by post 4s. 10d.), from HMSO, PO Box 569, London, S.E.1.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
September 9	Miscellaneous stores	Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Air compressors; pile driving plant; plant lubrication and tyre inflating machine; vertical reciprocating pumping set; concrete breakers; trailer fire pumps; bitumen distributors; Austin K2 spares; 2½-ton sheepsfoot roller; hand tools; machine tools including, centre and wood turning lathes; circular bench, chain and band saws; press; grinders; borer; textiles; furniture; household and kitchen ware; clothing; electrical and electronic equipment and spares; and a large assortment miscellaneous general stores.

September 16	Miscellaneous stores	Command Ordnance Sub Depot, Reed Hall, Colchester	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Machine tools including electric drills; 7 in. portable grinder; fly and roller presses; high speed bench drilling machine; pedestal drilling machine; 20-ton roller; Johnson 6 cwt. diesel operated pile driver; trolley mounted air compressor; fork lift trucks; concrete mixer; 50-ton trolley jacks; screw jacks; engineers and carpenters hand tools; vehicle spares; scientific instruments; pressure greasers; marquee wall poles; bivouac tents; unworn ankle boots; firemen's blue tunics; haversacks GS Mk. 7; khaki drill shorts; raincoats; greatcoats; denim blouses and trousers; battle dress trousers; khaki flannel shirts and bush jackets; cotton shirts and collars; combat smocks and trousers; photographic chemicals and components; miscellaneous kitchenware; furniture, etc.

Catalogues for the above sales are obtainable from the relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

HAVERSACKS GS

Large quantities are being offered in the following auctions: Chatham on September 9; Colchester on September 16 and Hereford on September 30. The Lots normally contain 250/500 Haversacks and are currently selling at a rate around 6s. for each Haversack.

SALES BY TENDER

MACHINE TOOLS

Multi-spindle automatics; deep hole drills; capstan and centre lathes; milling machines and vertical honing machine. Location: Branston, Burton-on-Trent, Staffs. Permission to view on presentation of tender form only, obtainable from: Directorate of Army Sales, 4 b ii (A), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m., September 4, 1969.

Horizontal borers; bench and pillar drills; grinders; capstan, turret and centre lathes; horizontal, vertical and universal millers; sawing, shaping, slotting and woodworking machines, etc. Locations: Devonport and Yelverton, Devon. Permission to view on presentation of tender forms only, obtainable from: Directorate of Army Sales 4 b ii (A), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m., September 11, 1969.

NOTE:

The Auction Sale scheduled to take place in Belfast on September 3, has been postponed. A revised date for this sale will be announced later.

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

30s. ***per issue*** **(*by post* 31*s.* 2*d.*)**

'The booklet does collate a lot of interesting information . . .' The Economist.

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

New Books

The Caribbean is one of the largest dollar-earning areas of the Commonwealth. The Caribbean Committee of the British National Export Council commissioned Investment Development and Technical Services Ltd. to undertake a survey of the economic prospects in the area – the main purpose being to determine whether in fact sterling investment in the Caribbean should be encouraged, with a view to its dollar-earning capacity and the scope for British exports. The results of this survey are published in **Prospects for Sterling Investment in the Caribbean.** (56 pages. British National Export Council, Caribbean Committee, 6-14 Dean Farrar Street, London SW1. £2 2s.) The inquiry was confined to most of the sterling countries of the Caribbean: Antigua, Barbados, Jamaica, Trinidad, Montserrat, St. Kitts, St. Lucia, St. Vincent, Dominica, Grenada, the British Virgin Islands and the Bahamas; it also included Bermuda. *Prospects for Sterling Investment in the Caribbean* is divided into three main sections, which deal with tourism, patterns of trade, and investment prospects. The first two sections contain an island by island analysis, whereas the third section contains a general analysis of investment prospects in the Caribbean area as a whole. The main conclusion reached by Investment Development and Technical Services Ltd. is that dollar earnings from tourism and other developments are bound to expand, but that there will also be a corresponding rise in dollar imports. Therefore, there should be further encouragement of sterling investments both to encourage the development of a market for British goods and to curb the rise in dollar imports. The survey suggests a number of ways which could help stimulate such a combined inflow of sterling capital and imports. A number of useful statistical tables are included.

Spain: a Market Report. London Chamber of Commerce. (23 pages. Press Office, London Chamber of Commerce, 69 Cannon Street, London EC4. 7s. 6d.) In spite of protective tariff barriers there is still a wide range of export opportunities open to British companies in Spain. This is the conclusion reached in this report on the Spanish market by the London Chamber of Commerce. The report, which concentrates on the prospects for marine equipment, processing plant, livestock and consultancy, has been prepared following the visit of a London Chamber of Commerce mission to Spain in April. It was the first British trade mission to concentrate on the expanding Spanish provincial centres and the report points out the increasing importance of these centres under the Spanish Government's Development Plan. It states that Spanish industrialists in these areas were critical of British salesmen for concentrating on Madrid, Barcelona and Bilbao when so much business was available outside these three main centres.

Report on the City of Westminster Chamber of Commerce Trade Mission to Japan and Hong Kong, 22nd February-14th March, 1969. (19 pages. Available from the City of Westminster Chamber of Commerce, Mitre House, 177 Regent Street, London W1R 8DJ.) The markets of Japan and Hong Kong are becoming increasingly important for British businessmen. Both markets are extremely competitive and already countries like the United States have obtained a considerable portion of these markets for themselves. This report outlines the objectives and programme of the trade mission from the City of Westminster Chamber of Commerce, and contains notes on the markets for consumer and capital goods in Japan and Hong Kong.

A striking development in the field of anti-trust law since World War II has been the spread of antitrust legislation, not only in member nations of the European communities and in the United Kingdom, but also in the European Coal and Steel Community since 1951 and the European Economic Community since 1957. Not only have statutory provisions supplemented common law concepts in Great Britain, as they did long ago in the United States, but civil law countries and communities on the Continent are developing antitrust standards and administrative procedures of great importance to business interests and to lawyers. **Business Regulation in the Common Market Nations,** Vol. 1, edited by Ruth B. Ginsburg (576 pages. McGraw-Hill. £15 12s.), is the first in a series of four volumes. The first three will present the antitrust laws of the member nations of the European Economic Community. Volume I contains an analysis of antitrust law in Belgium, the Netherlands and Luxembourg. The sections on Belgium and the Netherlands cover the following topics: the historical, institutional and economic background of the country; the laws applicable to restrictive trade practices and market power; summary and analysis of law dealing with market power; summary and analysis of law dealing with restraints of trade; private enforcement of the antitrust laws; relationships with laws of other nations; and finally, relationships with community antitrust law and institutions. The section on Luxembourg covers the same topics with the exception of private enforcement of the antitrust laws, which is excluded. An appendix of statutes and a select bibliography are included in each country section. The next volume (which will be published in the autumn) will deal with the antitrust laws of France and the proposed antitrust law of Italy, and the third will deal with the laws of Germany. The fourth volume will take account of antitrust developments in the European Coal and Steel Community and in the European Economic Community, and will explore ways and means by which conflicts between the laws of the United States and other nations may be minimized, duplications avoided, obstacles to trade and investment removed, and business interests relieved of uncertainties and unfair exposures.

OECD Economic Outlook 5. Organization for Economic Co-operation and Development. (119 pages. Available from HMSO at 26s.; by post 26s. 10d.) The fifth issue of *OECD Economic Outlook* reviews economic developments and prospects to the middle of 1970. As usual, it contains chapters reviewing general trends in the OECD area – in demand management, costs and prices, trade and current payments, leading to a chapter on problems of balance of payments adjustment. Special studies of recent international capital movements and of trends in international liquidity are also included. The second part contains more detailed reviews of economic developments and prospects in France, Germany, Italy, the United Kingdom, the United States, Canada and Japan. It also contains a survey of Finland, the new member of OECD.

Consumers and the Economy, by F. Knox. (201 pages. Harrap. 25s.) The rise of the 'consumer movement' has been one of the most remarkable social developments in recent history. From the economist's standpoint, the consumer movement may be regarded partly as an instrument – one among very many – towards greater efficiency in the economic system. This is the main theme in *Consumers and the Economy;* the consumer movement is regarded as a means and not as an end. The author introduces the reader to some of the basic concepts, problems and controversies and at the same time puts forward some positive proposals for improving the position of consumers. His analysis covers the following topics: the consumer in the economy, monopoly pressure groups and economic interest, consumers' countervailing power, consumer information, consumer representation, scientific and industrial research and the consumer, obsolescence in consumer goods, and the new just price. This book will be of use in general economic studies as a supplement to existing textbooks, which are inclined to approach the subject from the standpoint of economic policy. In particular, *Consumers and the Economy* is suitable for courses in which an inter-disciplinary approach to the social sciences is attempted. This approach is found in courses on liberal studies, comparative economic systems, and management.

One of the principal causes of accidents in industry is improper lifting. Figures released by the Ministry of Social Security show that nearly five million man-days are lost to industry every year through back injuries – many being a direct result of incorrect lifting. **Kinetic Handling** (11 pages. British Safety Council. Mason House, 163/173 Praed Street, London W2. 4s. to non-members; 2s. to members) describes the mechanics of kinetic handling. It describes the two main principles upon which kinetic lifting relies; that is, utilizing the stronger muscles of the leg rather than the weaker back muscles, and using the momentum of the body weight to manoeuvre the object in the desired direction. The Council points out that these principles can only be adhered to if a special six-point procedure of positioning and handling is carried out. Aside from lifting, the booklet gives advice as to the correct methods for carrying, pulling, pushing and sideways movements.

Advertising & Press Annual of Africa 1969. National Publishing Co. (Pty.) Ltd., Johannesburg. (364 pages. Available from Africa and Overseas Press Agency Ltd., 122 Shafesbury Avenue, London W1V 8HA, at £8 5s.) The latest edition of this useful guide to advertising in Africa south of the Sahara lists by country, newspapers and periodicals, commercial radio and TV services and cinema and outdoor advertising services. Advertising agencies and market research specialists are listed and the advertising regulations, codes and laws of South Africa are briefly described. Full details of associations, societies and clubs dealing with advertising, sales promotion, printing and publishing, journalism and commercial art are also given, and there is a comprehensive classified section listing the names and addresses of suppliers of a wide range of services and products used in marketing and advertising. This editions; the only information on the West South Africa and Rhodesia (and, to a lesser extent, East and Central Africa) than the earlier editions; the only information on the West African countries (except Angola) is the list of newspapers and periodicals.

Other Publications

INDUSTRIAL FIBRES. A REVIEW OF PRODUCTION, TRADE AND CONSUMPTION RELATING TO WOOL, COTTON, MAN-MADE FIBRES, SILK, FLAX, JUTE, HARD FIBRES AND OTHER HEMPS, MOHAIR AND COIR. 253 pages. Available from Commonwealth Secretariat, Marlborough House, London SW1 at £2; by post £2 2s.

THE LANCASHIRE TEXTILE INDUSTRY 1969. 84th edition. 354 pages. John Worrall Publishers, St. Alphage House, Fore Street, London EC2. £2.

MODERN DREDGING PRACTICE, by Rolt Hammond. 274 pages. Frederick Muller. £3 15s.

SOUND AND TELEVISION BROADCASTING IN BRITAIN. *Central Office of Information Reference Pamphlet 61.* Central Office of Information. 38 pages. Available from HMSO at 6s. 6d.; by post 6s. 11d.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		Personal disposable income	Total consumers' expenditure		Retail sales									
			at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,796		21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	105	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	137	128	134	147	139	42	7	10	5
4th quarter	118	142	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	141	139	138	111	102	130	121	128	136	135	133	125	– 7	13
2nd quarter		143				104									– 3
1969															
January		141				104									
February		141				101									
March		141				102									
April		142				104									
May		142 p				103									
June		143 p				104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–419
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 77
1969													
1st quarter	151	134 p	129·7	6·2	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter	154	131 p	131·8	5·4	124·2 p	115·1 p	195·4	527	195		168	162	
1969													
February	149	133 p	129·8	6·2	122·3	114·1	194·7	487	208		158	149	
March	151	134 p	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	152	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	154p	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	154p	131 p	132·1	5·3	124·9 p	115·4 p	195·7	543	191		173	170	
July			132·1	5·3	125·0 p	115·7 p	196·6	577	186		171 p	163 p	
August								585p	192p				

† Not seasonally adjusted.

Index of industrial production for June

THE PROVISIONAL index of production for June 1969, prepared by the Central Statistical Office, was 143 (seasonally adjusted). For manufacturing industry alone the figure was 147.

For the three months April to June 1969 it is provisionally estimated that production as a whole was 1.3 per cent higher than in the preceding three months, January to March, 1969; for manufacturing industries alone the increase was 2.0 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Seasonally adjusted

Average 1958 = 100

	Total in all industries	Mining and quarrying	Manufacturing industries											
			Total	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	134	153	74	121	110
1968	139·4	81	141·7	126	121	136	183	158	186	140	157	71	132	121
1967 1st quarter	132	86	134	124	116	138	170	154	173	134	153	75	123	108
2nd quarter	133	86	133	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	143	126	121	136	185	167	188	141	158	72	134	122
4th quarter	142	80	145	129	122	140	189	166	192	143	160	69	141	122
1969 1st quarter	141	78	144	129	125	138	187	174	189	142	160	69	133	130
2nd quarter p	143	77	147	128	122	139	193	171	196	147	168	70	137	124
1969 January	141	80	145	130	126	138	192	172	195	141	156	68	139	128
February	141	76	144	129	125	137	185	177	186	144	161	69	135	130
March	141	77	144	129	124	138	185	173	187	142	161	70	125	131
April p	142	77	147	129	123	139	196	172	200	146	166	69	136	127
May p	142	77	147	128	121	140	194	166	198	148	169	70	139	119
June p	143	77	147	127	120	139	188	177	190	147	168	70	135	126
January-March (av.)	141	78	144	129	125	138	187	174	189	142	160	69	133	130
April-June (av.) p	143	77	147	128	122	139	193	172	196	147	168	70	137	124

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
1968	125	124	130	126	129	93	125	164	172	150	132	152	171	149	164
1967 1st quarter	119	119	119	115	113	90	124	152	160	139	121	143	153	142	153
2nd quarter	118	118	120	114	113	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	115	112	89	124	156	167	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	169	138	128	149	163	147	160
1968 1st quarter	120	119	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	124	123	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	127	126	133	127	131	94	126	162	171	147	131	153	171	149	163
4th quarter	129	128	133	129	133	95	126	168	175	157	133	152	179	151	163
1969 1st quarter	130	129	134	130	134	96	126	165	169	160	127	154	172	138	182
2nd quarter p	134	133	135	131	138	95	123	168	172	162	118	158			165
1969 January	130	129	132	131	135	98	127	165	170	157	129	153	172		163
February	130	128	137	129	133	97	127	165	168	160	123	153	170		189
March	130	129	133	129	133	94	126	166	168	164	128	157	173		194
April p	129	128	136	132	139	94	123	168	172	162	124	159			167
May p	135	135	132	130	135	94	124	168	172	163	114	155			165
June p	136	137	135	132	140	96	122	169	173	163	115	160			162
January-March (av.)	130	129	134	130	134	96	126	165	169	160	127	154	172	138	182
April-June (av.) p	134	133	135	131	138	95	123	168	172	162	118	158			165

Foreign travel and tourism in 1968

In 1968 the expenditure of overseas visitors to the United Kingdom was £282 million, an increase of 20 per cent over 1967. The number of visits increased by 13 per cent to 4.8 million.

United Kingdom residents spent slightly less abroad in 1968 than in 1967 – £271 million compared with £274 million. The numbers going abroad, however, increased slightly to 7.3 million. There were some further changes in the pattern of visits abroad, influenced by changes in exchange rates; substantially greater numbers went to Spain, but fewer to France, Italy and Switzerland.

These are the main results for 1968 of the International Passenger Survey carried out at the major sea and air ports by the Government Social Survey. It is a stratified random sample of passengers, who are interviewed when arriving in or departing from the country. The Board of Trade wish to thank all passengers, whether United Kingdom residents, or foreign visitors, who contributed to the survey.

OVERSEAS VISITORS TO THE UNITED KINGDOM

The £282 million spent by overseas visitors to the United Kingdom in 1968 includes expenditure on accommodation, meals, fares within the country, souvenirs, and gifts, etc. It does not, however, include any expenditure on large items such as cars which visitors do not take with them in their personal baggage when they leave the country. (These items are included in the United Kingdom Overseas Trade Accounts). Fares paid by overseas visitors to British air and sea carriers and their expenditure on board are estimated to have amounted to an additional £101 million in 1968.

The number of overseas visits to the United Kingdom in 1968 was 4.8 million. This figure includes all visits of less than a year by overseas residents (including British nationals resident overseas), except for purposes of employment.

1968 was the first full year to feel the effects of devaluation, which not only increased travel credits in money terms but also encouraged a larger number of people to visit this country. The 13 per cent increase in the number of visits together with the 20 per cent increase in expenditure imply an increase of 7 per cent in average expenditure per visit in terms of sterling (though a reduction in dollar terms).

The number of visitors from all three main areas – North America, Western Europe and the Irish Republic – increased substantially in 1968. The increase was common to all the main West European countries.

Purpose of visit

This analysis has been extended this time so as to show separately those visiting relatives or friends, as well as the holiday and business categories which had been distinguished previously.

The 1968 breakdown was as follows:

	Percentages of Total numbers
Holiday	45
Business	20
Staying with freinds or relatives	18
Study	2
Other	15

The last category includes those who failed to give a satisfactory answer to this question as well as those travelling for various miscellaneous reasons, e.g. to attend sporting events or for health or religious purposes.

Inclusive tours

It is not possible to say what proportion of all holiday visitors were on inclusive tours, since this information is not available for the Irish Republic. For North America, the proportion was 24 per cent, and for Western Europe 16 per cent; these proportions compare with 26 per cent and 12 per cent respectively in 1967. Inclusive tour visitors were divided between air and sea in much the same proportion as all holiday visitors.

Length of stay and expenditure per visit

The average length of stay of visitors to the United Kingdom continued the downward trend which began in 1964. From 19.8 days then, it had fallen by 1968 to an average of 16.3 days. The shorter average length of stay in recent years is common to both European and North American visitors.

Despite the shorter time spent here, the average amount spent in this country showed a significant increase in 1968, after having fallen slightly in 1967. In 1968, it was about £56 per visit. This increase is no doubt in some degree associated with the effects of the devaluation of sterling in November 1967.

Method of travel and time of year

60 per cent of visits to the United Kingdom were made by air and 33 per cent by sea. The remaining 7 per cent arrived across the land boundary between the Irish Republic and Northern Ireland. The proportion coming by air was much greater for visitors from the more distant countries – it was over 80 per cent for visitors from the United States, for example, but only just over half for Western Europe as a whole, and only 30 per cent of holiday visitors from Western Europe came by air. A majority of visitors from Western Germany, Belgium, the Netherlands and Scandinavia came by sea.

Table A. Overseas visitors: Distribution of visits during the year 1968

Month	Percentages	
January	4	
February	4	
March	4	
1st quarter		12
April	8	
May	8	
June	9	
2nd quarter		25
July	15	
August	19	
September	12	
3rd quarter		46
October	7	
November	5	
December	5	
4th quarter		17
Year		100

Almost half the overseas visits to the United Kingdom in 1968 were in the third quarter of the year.

Table B. Overseas visitors: Distribution of visits by mode of transport 1968

Route	Number of visits	Percentage of total
	(thousands)	
By air	2,866	60
By sea	1,610	33
By land (to and from the Irish Republic)	352	7
ALL ROUTES	4,828	100

VISITS ABROAD BY UNITED KINGDOM RESIDENTS

The relatively small changes in 1968 in the total numbers going abroad (which were 1 per cent up) and in their expenditure (which was 1 per cent down) were accompanied by further substantial changes in the pattern of overseas travel. The introduction of the travel allowance at the end of 1966 had already in 1967 led to a shift in favour of the nearer and cheaper countries.

In 1968 these effects were reinforced by those of devaluation. In consequence there were further reductions in the numbers going to Italy, Switzerland, and Austria, accompanied in each case by rather larger reductions in expenditure. There was also a big drop in the numbers visiting France, no doubt partly because of the disturbances there early in the Summer. On the other hand, there was a large increase in the number of visitors going to Spain, with which country the rate of exchange was unaltered.

The sterling area also benefited. The number of visits to the Irish Republic increased somewhat together with expenditure there, and this was true also of the rest of the Sterling Area, apart from

Australia and New Zealand. In 1968 the sterling area accounted for 31 per cent of all overseas travel expenditure compared with 25 per cent in 1966, the year in which the currency restrictions were imposed.

The figure of £271 million spent abroad in 1968 includes £6 million attributable to rail transport on the routes to and from the destination abroad. It does not include fares paid to foreign air and sea carriers by United Kingdom residents going abroad on a visit, which are estimated to have been £82 million in 1968.

Purpose of visit	Percentage of Total Numbers
Holiday	68
Business	14
Staying with friends and relatives	13
Study	—
Other	4

The above table shows why United Kingdom residents went abroad. The numbers going abroad for the purpose of study was very small. Of the visitors to Western Europe in 1968, 72 per cent went for holiday purposes. Of visits to North America, nearly half were in order to stay with friends or relatives.

Inclusive tours

Ninety per cent of holiday visits are to Western Europe or to the Irish Republic, and in respect of inclusive tours, it is the figures for Western Europe which are of most interest. (None are available for the Irish Republic). British holidaymakers going abroad make much more use of inclusive tours than Europeans coming here, and in 1968 53 per cent of outward holiday visits were in the form of inclusive tours. This compares with 52 per cent in 1967, but the increased proportion related to a smaller total, and the actual numbers going to Europe on inclusive tours fell slightly in 1968. Inclusive tours made proportionately much more use of air travel – 78 per cent of these visits to Western Europe were made by air, compared with less than one third of other holiday visits.

Length of stay and expenditure per visit

The average length of stay of United Kingdom residents abroad has not substantially changed in recent years, and at 14.9 days in 1968 differed only marginally from the 14.6 days recorded for 1967. Table 13 gives a breakdown of the average length of stay by some of the principal countries visited. There is the usual correlation between distance and length of stay, which appears even within Europe, with relatively short average lengths of visit to France, and even more so to Belgium and Holland.

Average expenditure per visit fell in 1968 and now stands at £34.3 per visit compared with £35.2 in 1967 and £39.9 in 1966. The fall has been general, and in 1968 the only countries where a significant rise was recorded were Denmark, Norway and Sweden.

Method of travel and time of year

Some 53 per cent of United Kingdom residents going abroad travelled by air, with 38 per cent going by sea, and 9 per cent travelling across the Irish land boundary.

Table C. United Kingdom residents: Distribution of visits during the year 1968

Month	Percentages
January	3
February	3
March	3
1st quarter	9
April	8
May	7
June	11
2nd quarter	26
July	15
August	21
September	17
3rd quarter	53
October	6
November	3
December	3
4th quarter	12
Year	100

Outward visits were even more heavily concentrated in the peak holiday season than inward visits, more than half of them being made in the third quarter.

Table D. United Kingdom residents: Distribution of visits by mode of transport 1968

Route	Number of visits	Percentage of total
	(Thousands)	
By air	3,838	53
By sea	2,775	38
By land (to and from the Irish Republic)	656	9
ALL ROUTES	7,269	100

THE INTERNATIONAL PASSENGER SURVEY

The system of interviewing passengers was explained in the *Board of Trade Journal* for August 23, 1963. Briefly, the Government Social Survey, on behalf of the Board of Trade, interviews a stratified random sample of passengers entering and leaving this country on all the principal air and sea routes, other than those to the Irish Respublic and the Scandinavian sea routes, to obtain information about international migration, tourism and the contribution of 'travel' expenditure to the balance of international payments. The interviews are voluntary and anonymous.

Some 265,000 successful interviews were made during 1968. Not all the air and sea routes are surveyed at all times and some routes are not surveyed at all, generally because the numbers using them are small. Estimates are made for the non-surveyed routes, the numbers travelling on which are known.

Estimates are included also for expenditure by visitors to the United Kingdom in transit; and for overseas expenditure by British passengers on cruises, or on excursion vessels making day trips to the Continent.

About 90 per cent of the passengers entering and leaving the United Kingdom, other than those on routes to and from the Irish Republic and on the Scandinavian sea routes travel on routes which, are covered by the Survey and at times when passengers are interviewed. Information about the numbers and expenditure of passengers travelling between the Irish Republic and the United Kingdom is obtained from the Central Statistics Office of the Irish Republic.

Sampling scheme

On the long air routes nearly 7 per cent of the outgoing passengers and 4 per cent of the incoming passengers are interviewed at London Airport and Prestwick; 2 per cent of the short air route passengers in winter and 1 per cent in summer are also interviewed at Heathrow. At the smaller airports the percentage sampled generally varies between half of 1 per cent and 4 per cent according to the time and the airport concerned. The sample weights are adjusted for known traffic densities, and appropriate allowance made for traffic not covered.

On the short sea routes about 1 per cent of the winter traffic and half of one per cent of the summer traffic is interviewed. In a two-stage sample, cross-Channel boats are sampled in proportion to the weight of traffic they are expected to handle, and a predetermined number of passengers is interviewed on each selected boat. On the long sea routes every liner or other ship having more than 200 passengers arriving, or more than 100 passengers departing, is covered. One ship in every two of other ships carrying more than 12 passengers on these routes is also covered. Nearly 7 per cent of the outgoing and 4 per cent of the incoming passengers are sampled. A larger proportion of passengers leaving this country on the long sea and air routes is sampled in order to provide otherwise unavilable information about the sex, age, marital status and occupation of emigrants from this country.

Migration

The International Passenger Survey data on migrants are analysed by the General Register Office since they provide a major source of information enabling that Department to make the estimates of gross and net migration into and out of the population of England and Wales, and also (on behalf of the three Registrars General of the United Kingdom) those which it is required to provide at intercensal dates. Tables summarizing the Survey's migrants' data are published by the General Register Office as follows:

1. Quarterly tables in the 'Quarterly Return' of the following quarter;

(*Continued on next page*)

FOREIGN TRAVEL AND TOURISM IN 1969, *continued*

2. Provisional annual tables (for the calendar year) covering the United Kingdom in the 'Quarterly Return' for the first quarter and final tables in the 'Registrar General's Statistical Review, Part II';
3. Annual tables (for mid-year) covering England and Wales in the 'Quarterly Return' for the third quarter.

The Survey's migrants' data supplemented by further material from the Home Office and Ministry of Social Security, form the basis of estimates of migration to and from the United Kingdom (published in the *Annual Abstract of Statistics*) and England and Wales (published elsewhere in the *Statistical Review*, Parts II and III).

Estimates of fares

Since 1966 it has been possible to obtain from the International Passenger Survey a figure for the fares earned by British airlines from visitors to the United Kingdom from outside the British Isles. And from the second quarter of 1967, similar information has become available for the long sea routes. Corresponding estimates for the short sea routes (from the third quarter 1968) are in preparation. All these estimates exclude immigrants, and people travelling with employment as their principal purpose.

The estimates of air fares are based on information about the flight number, the airport of origin or destination on this flight, the class of travel, and whether a concessionary fare was paid. Similar calculations are made for the long sea routes only when the passenger does not know the actual fare paid: on these routes the passenger is asked the fare paid, because of the considerable variations within each class of travel.

Fares paid by United Kingdom residents to overseas carriers are estimated in a similar way.

SECTION A. OVERSEAS VISITORS TO THE UNITED KINGDOM

Overseas visitor means a person who, being permanently resident in a country outside the United Kingdom, visits the United Kingdom for a period of less than 12 months for holiday purposes, business purpose and other purposes, including visiting friends or relatives, study, attending sporting events, health and religious purposes. ('Other' purposes also include visits with more than one purpose where neither holidaying nor business predominated).

Migrants and persons coming to the United Kingdom with employment as their main purpose (including military, merchant seamen and airline personnel on duty) are excluded.

The tables in this section refer to visits completed in the periods stated, i.e. they relate to visitors leaving the United Kingdom.

See also notes at end of section.

Table 1. Number of visits and expenditure of overseas visitors analysed by country of permanent residence 1964 to 1968

Country of permanent residence	Number of visits (thousands)							Expenditure (£ million)						
	1964	1965	1966	1967	1968			1964	1965	1966	1967	1968		
	All routes				All routes	Air	Sea (†)	All routes				All routes	Air	Sea (†)
United States	603	713	833	904	963	792	171	47·4	48·4	55·3	63·9	71·4	59·3	12·1
Canada	164	184	215	200	276	228	48	13·0	13·0	15·7	15·0	21·2	17·8	3·4
NORTH AMERICA	767	897	1,048	1,104	1,239	1,020	219	60·4	61·4	71·0	78·9	92·6	77·1	15·5
France	330	354	384	418	458	242	216	11·0	11·7	12·8	13·3	17·1	9·5	7·6
Western Germany	322	342	383	397	463	190	273	10·8	10·5	12·6	11·9	15·8	7·2	8·6
Italy	95	86	112	127	142	99	43	6·0	5·4	6·8	8·1	9·9	7·0	2·9
Belgium and Luxembourg	115	138	133	176	209	76	133	2·9	3·0	3·2	4·9	5·7	2·6	3·1
Netherlands	153	186	195	229	286	140	146	4·5	4·6	4·7	6·1	8·1	3·8	4·3
Austria	27	31	29	29	31	16	15	1·0	1·4	1·4	1·1	1·4	·8	·6
Denmark, Norway and Sweden	147	167	211	226	272	131	141	6·8	7·5	9·5	9·7	12·6	6·9	5·7
Switzerland	80	86	97	111	123	89	34	4·6	4·7	6·0	6·7	6·9	4·7	2·2
Spain	31	37	42	42	57	43	14	1·9	1·9	2·8	2·9	4·0	3·0	1·0
Other Western Europe	42	45	57	67	82	55	27	3·3	3·7	3·7	5·0	6·5	4·8	1·7
WESTERN EUROPE	1,342	1,472	1,643	1,822	2,123	1,081	1,042	52·8	54·4	63·5	69·7	88·0	50·3	37·7
Japan	20	16	23	27	31	..	..	1·7	1·1	1·1	1·3	2·0	..	..
Rest of non-sterling area	163	162	192	218	249	..	..	16·2	12·8	18·6	18·3	24·8	..	..
OTHER NON-STERLING AREA	183	178	215	245	280	226	54	17·9	13·9	19·7	19·6	26·8	23·3	3·5
Irish Republic	662	702	697	732	783	225	558	21·4	23·1	26·7	23·7	30·1	8·7	21·4
Australia and New Zealand	76	89	99	107	106	56	50	11·6	13·2	13·8	16·5	13·3	7·1	6·2
South Africa	46	52	57	66	63	48	15	6·0	6·1	6·0	7·3	6·6	5·3	1·3
Other Sterling Area	181	207	208	213	234	210	24	20·2	20·4	18·6	19·8	25·0	23·0	2·0
OVERSEAS STERLING AREA	965	1,050	1,061	1,118	1,186	539	647	59·2	62·8	65·1	67·3	75·0	44·1	30·9
ALL COUNTRIES	3,257	3,597	3,967	4,289	4,828	2,866	1,962	190·3	192·5	219·3	235·5	282·4	194·8	87·6

(†) Visits by road and rail across the borders with the Irish Republic are included with the sea routes.

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Table 2. Number of visits by British Commonwealth nationals resident overseas

Number of visits (thousands)

Country of permanent residence	1966	1967	1968
United States	56	63	71
Canada	209	191	268
NORTH AMERICA	265	254	339
Western Germany	79	93	76
Other Western Europe	111	116	133
WESTERN EUROPE	190	209	209
OTHER NON-STERLING AREA	27	43	39
Australia and New Zealand	95	104	101
Other Sterling area	187	192	208
ALL COUNTRIES except the Irish Republic	764	802	896

Table 3. Number of visits of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, 1968

Number of visits (thousands)

Area of permanent residence	All routes							Air					Sea (†)				
	Total	Holiday		Business	Other		(‡)	Total	Holiday		Business	Other(‡)	Total	Holiday		Business	Other(‡)
		Total	Inclusive Tours		Total	Visiting Friends and Relatives	Miscellaneous		Total	Inclusive Tours				Total	Inclusive Tours		
North America	1,239	664	156	160	415	231	184	1,020	506	129	155	359	219	158	27	5	56
Western Europe	2,123	860	138	522	741	295	446	1,081	258	39	450	373	1,042	602	99	72	368
Other non-sterling area	280	121	13	55	104	38	66	226	97	11	52	77	54	24	2	3	27
Irish Republic	783	330	..	151	302	250	52	225	86	..	63	76	558	244	..	88	226
Other overseas sterling area	403	190	17	63	150	60	90	314	133	6	61	120	89	57	11	2	30
ALL AREAS	4,828	2,165	..	951	1,712	874	838	2,866	1,080	..	781	1,005	1,962	1,085	..	170	707

(†) Visits by road and rail across the border with the Irish Republic are included with the sea routes.
(‡) This group includes visits where the purpose was not stated, and those with more than one purpose where neither holiday nor business predominated.

Table 4. Number of visits and expenditure of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, for each calendar quarter of 1968

Area of permanent residence	Number of visits (thousands)												Expenditure (£ million)			
	All Routes				Air				Sea (†)							
	Qtr.	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other
North America	1st	125	50	31	44	111	39	31	41	14	11	—	3	9·8	3·8	3·2	2·8
	2nd	331	191	45	95	261	139	44	78	69	51	1	17	24·0	12·6	4·8	6·6
	3rd	588	336	44	208	478	259	40	179	110	78	3	29	42·7	24·3	5·2	13·2
	4th	195	87	40	68	170	69	40	61	26	18	1	7	16·1	6·8	4·6	4·7
	1968	1,239	664	160	415	1,020	506	155	359	219	158	5	56	92·6	47·5	17·8	27·3
Western Europe	1st	278	80	107	91	183	32	97	54	95	47	11	37	10·7	2·8	4·6	3·3
	2nd	553	231	151	171	292	71	131	90	261	160	20	81	22·8	8·5	7·2	7·1
	3rd	916	442	123	351	362	114	98	150	554	328	25	201	37·2	17·6	5·4	14·2
	4th	376	107	141	128	244	41	124	79	132	67	16	49	17·3	4·5	6·3	6·5
	1968	2,123	860	522	741	1,081	258	450	373	1,042	602	72	368	88·0	33·4	23·5	31.1 .
Rest of the World	1st	190	81	36	73	103	41	25	37	87	40	12	35	13·5	7·0	2·9	3·6
	2nd	328	146	65	117	173	72	44	57	155	74	21	60	23·3	12·1	5·0	6·2
	3rd	695	314	115	266	336	149	68	119	359	165	47	147	45·5	25·4	6·9	13·2
	4th	253	100	53	100	153	54	39	60	100	46	13	41	19·5	9·2	4·9	5·4
	1968	1,466	641	269	556	765	316	176	273	701	325	93	283	101·8	53·7	19·7	28·4
ALL AREAS	1st	593	210	176	207	397	112	153	132	196	98	23	75	34·0	13·7	10·6	9·7
	2nd	1,212	567	261	384	726	281	219	226	486	286	42	158	70·1	33·2	17·0	19·9
	3rd	2,199	1,094	281	824	1,176	523	206	447	1,023	571	75	377	125·4	67·2	17·5	40·7
	4th	824	294	233	297	567	164	203	200	257	130	30	97	52·9	20·5	15·9	16·5
	1968	4,828	2,165	951	1,712	2,866	1,080	781	1,005	1,962	1,085	170	707	282·4	134·6	61·0	86·8

(†) Visits by road and rail across the border with the Irish Republic are included with the sea routes.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance; and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Table 5. Overseas visitors: distribution of visits and expenditure by area cross-analysed by purpose of visit, 1968

Percentages

Purpose	Area of permanent residence					
	All Areas	North America	Western Europe	Other Non-Sterling	Irish Republic	Other Sterling
NUMBER OF VISITS:						
Holiday	45	54	40	43	42	47
Business	20	13	25	20	19	16
Other	35	33	35	37	39	37
ALL	100	100	100	100	100	100
(thousands)	4,828	1,239	2,123	280	783	403
EXPENDITURE:						
Holiday	47	51	38	43	62	53
Business	22	19	27	24	15	19
Other	31	30	35	33	23	53
ALL	100	100	100	100	100	100
(£ million)	282·4	92·6	88·0	26·8	30·1	44·9

(Continued on next page)

FOREIGN TRAVEL AND TOURISM IN 1969, *continued*

2. Provisional annual tables (for the calendar year) covering the United Kingdom in the 'Quarterly Return' for the first quarter and final tables in the 'Registrar General's Statistical Review, Part II';
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Estimates of fares

Since 1966 it has been possible to obtain from the International Passenger Survey a figure for the fares earned by British airlines from visitors to the United Kingdom from outside the British Isles. And from the second quarter of 1967, similar information has become available for the long sea routes. Corresponding estimates for the short sea routes (from the third quarter 1968) are in preparation. All these estimates exclude immigrants, and people travelling with employment as their principal purpose.

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See also notes at end of section.

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	All routes				All routes	Air	Sea (†)	All routes				All routes	Air	Sea (†)
United States	603	713	833	904	963	792	171	47·4	48·4	55·3	63·9	71·4	59·3	12·1
Canada	164	184	215	200	276	228	48	13·0	13·0	15·7	15·0	21·2	17·8	3·4
NORTH AMERICA	767	897	1,048	1,104	1,239	1,020	219	60·4	61·4	71·0	78·9	92·6	77·1	15·5
France	330	354	384	418	458	242	216	11·0	11·7	12·8	13·3	17·1	9·5	7·6
Western Germany	322	342	383	397	463	190	273	10·8	10·5	12·6	11·9	15·8	7·2	8·6
Italy	95	86	112	127	142	99	43	6·0	5·4	6·8	8·1	9·9	7·0	2·9
Belgium and Luxembourg	115	138	133	176	209	76	133	2·9	3·0	3·2	4·9	5·7	2·6	3·1
Netherlands	153	186	195	229	286	140	146	4·5	4·6	4·7	6·1	8·1	3·8	4·3
Austria	27	31	29	29	31	16	15	1·0	1·4	1·4	1·1	1·4	·8	·6
Denmark, Norway and Sweden	147	167	211	226	272	131	141	6·8	7·5	9·5	9·7	12·6	6·9	5·7
Switzerland	80	86	97	111	123	89	34	4·6	4·7	6·0	6·7	6·9	4·7	2·2
Spain	31	37	42	42	57	43	14	1·9	1·9	2·8	2·9	4·0	3·0	1·0
Other Western Europe	42	45	57	67	82	55	27	3·3	3·7	3·7	5·0	6·5	4·8	1·7
WESTERN EUROPE	1,342	1,472	1,643	1,822	2,123	1,081	1,042	52·8	54·4	63·5	69·7	88·0	50·3	37·7
Japan	20	16	23	27	31	..	..	1·7	1·1	1·1	1·3	2·0	..	..
Rest of non-sterling area	163	162	192	218	249	..	..	16·2	12·8	18·6	18·3	24·8	..	..
OTHER NON-STERLING AREA	183	178	215	245	280	226	54	17·9	13·9	19·7	19·6	26·8	23·3	3·5
Irish Republic	662	702	697	732	783	225	558	21·4	23·1	26·7	23·7	30·1	8·7	21·4
Australia and New Zealand	76	89	99	107	106	56	50	11·6	13·2	13·8	16·5	13·3	7·1	6·2
South Africa	46	52	57	66	63	48	15	6·0	6·1	6·0	7·3	6·6	5·3	1·3
Other Sterling Area	181	207	208	213	234	210	24	20·2	20·4	18·6	19·8	25·0	23·0	2·0
OVERSEAS STERLING AREA	965	1,050	1,061	1,118	1,186	539	647	59·2	62·8	65·1	67·3	75·0	44·1	30·9
ALL COUNTRIES	3,257	3,597	3,967	4,289	4,828	2,866	1,962	190·3	192·5	219·3	235·5	282·4	194·8	87·6

(†) Visits by road and rail across the borders with the Irish Republic are included with the sea routes.

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Table 2. Number of visits by British Commonwealth nationals resident overseas

Number of visits (thousands)

Country of permanent residence	1966	1967	1968
United States	56	63	71
Canada	209	191	268
NORTH AMERICA	265	254	339
Western Germany	79	93	76
Other Western Europe	111	116	133
WESTERN EUROPE	190	209	209
OTHER NON-STERLING AREA	27	43	39
Australia and New Zealand	95	104	101
Other Sterling area	187	192	208
ALL COUNTRIES except the Irish Republic	764	802	896

Table 3. Number of visits of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, 1968

Number of visits (thousands)

Area of permanent residence	All routes							Air					Sea (†)				
	Total	Holiday		Business	Other		(‡)	Total	Holiday		Business	Other(‡)	Total	Holiday		Business	Other(‡)
		Total	Inclusive Tours		Total	Visiting Friends and Relatives	Miscellaneous		Total	Inclusive Tours				Total	Inclusive Tours		
North America	1,239	664	156	160	415	231	184	1,020	506	129	155	359	219	158	27	5	56
Western Europe	2,123	860	138	522	741	295	446	1,081	258	39	450	373	1,042	602	99	72	368
Other non-sterling area	280	121	13	55	104	38	66	226	97	11	52	77	54	24	2	3	27
Irish Republic	783	330	..	151	302	250	52	225	86	..	63	76	558	244	..	88	226
Other overseas sterling area	403	190	17	63	150	60	90	314	133	6	61	120	89	57	11	2	30
ALL AREAS	4,828	2,165	..	951	1,712	874	838	2,866	1,080	..	781	1,005	1,962	1,085	..	170	707

(†) Visits by road and rail across the border with the Irish Republic are included with the sea routes.
(‡) This group includes visits where the purpose was not stated, and those with more than one purpose where neither holiday nor business predominated.

Table 4. Number of visits and expenditure of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, for each calendar quarter of 1968

Area of permanent residence	Number of visits (thousands)												Expenditure (£ million)			
		All Routes				Air				Sea (†)							
	Qtr.	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other
North America	1st	125	50	31	44	111	39	31	41	14	11	—	3	9·8	3·8	3·2	2·8
	2nd	331	191	45	95	261	139	44	78	69	51	1	17	24·0	12·6	4·8	6·6
	3rd	588	336	44	208	478	259	40	179	110	78	3	29	42·7	24·3	5·2	13·2
	4th	195	87	40	68	170	69	40	61	26	18	1	7	16·1	6·8	4·6	4·7
	1968	1,239	664	160	415	1,020	506	155	359	219	158	5	56	92·6	47·5	17·8	27·3
Western Europe	1st	278	80	107	91	183	32	97	54	95	47	11	37	10·7	2·8	4·6	3·3
	2nd	553	231	151	171	292	71	131	90	261	160	20	81	22·8	8·5	7·2	7·1
	3rd	916	442	123	351	362	114	98	150	554	328	25	201	37·2	17·6	5·4	14·2
	4th	376	107	141	128	244	41	124	79	132	67	16	49	17·3	4·5	6·3	6·5
	1968	2,123	860	522	741	1,081	258	450	373	1,042	602	72	368	88·0	33·4	23·5	31.1
Rest of the World	1st	190	81	36	73	103	41	25	37	87	40	12	35	13·5	7·0	2·9	3·6
	2nd	328	146	65	117	173	72	44	57	155	74	21	60	23·3	12·1	5·0	6·2
	3rd	695	314	115	266	336	149	68	119	359	165	47	147	45·5	25·4	6·9	13·2
	4th	253	100	53	100	153	54	39	60	100	46	13	41	19·5	9·2	4·9	5·4
	1968	1,466	641	269	556	765	316	176	273	701	325	93	283	101·8	53·7	19·7	28·4
ALL AREAS	1st	593	210	176	207	397	112	153	132	196	98	23	75	34·0	13·7	10·6	9·7
	2nd	1,212	567	261	384	726	281	219	226	486	286	42	158	70·1	33·2	17·0	19·9
	3rd	2,199	1,094	281	824	1,176	523	206	447	1,023	571	75	377	125·4	67·2	17·5	40·7
	4th	824	294	233	297	567	164	203	200	257	130	30	97	52·9	20·5	15·9	16·5
	1968	4,828	2,165	951	1,712	2,866	1,080	781	1,005	1,962	1,085	170	707	282·4	134·6	61·0	86·8

(†) Visits by road and rail across the border with the Irish Republic are included with the sea routes.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Table 5. Overseas visitors: distribution of visits and expenditure by area cross-analysed by purpose of visit, 1968

Percentages

Purpose	Area of permanent residence					
	All Areas	North America	Western Europe	Other Non-Sterling	Irish Republic	Other Sterling
NUMBER OF VISITS:						
Holiday	45	54	40	43	42	47
Business	20	13	25	20	19	16
Other	35	33	35	37	39	37
ALL	100	100	100	100	100	100
(thousands)	4,828	1,239	2,123	280	783	403
EXPENDITURE:						
Holiday	47	51	38	43	62	53
Business	22	19	27	24	15	19
Other	31	30	35	33	23	53
ALL	100	100	100	100	100	100
(£ million)	282·4	92·6	88·0	26·8	30·1	44·9

(Continued on next page)

FOREIGN TRAVEL AND TOURISM IN 1968, *continued*

Table 6. Overseas visitors: average length of stay in the United Kingdom and average expenditure per day and per visit by area of permanent residence and by purpose of visit, 1964 to 1968

		Total	Analysis by area of permanent residence				Analysis by purpose of visit		
			North America	Western Europe	Other non-Sterling	Overseas Sterling (†)	Holiday	Business	Other
Average length of stay (days)	1964	19·8	16·3	18·4	27·1	55·4	18·1	9·3	34·6
	1965	18·8	14·7	17·5	26·1	51·6	15·9	9·1	30·5
	1966	18·2	14·4	16·3	24·1	48·2	15·2	8·8	28·9
	1967	17·1	13·8	15·8	23·6	44·0	14·2	8·0	27·3
	1968	16·3	14·0	14·7	20·5	42·8	13·7	7·6	24·5
Average expenditure per day (£)	1964	2·8	4·8	2·1	3·6	2·3	3·0	6·8	1·6
	1965	2·7	4·6	2·1	3·0	2·2	3·2	6·5	1·5
	1966	2·9	4·7	2·3	3·8	2·2	3·5	6·8	1·7
	1967	3·1	5·1	2·4	3·4	2·6	3·7	7·3	1·8
	1968	3·4	5·3	2·8	4·6	2·6	4·3	8 3	2 0
Average expenditure per visit (£)	1964	55·9	77·6	38·4	97 2	124·8	53·7	62·9	55·3
	1965	51·1	67·7	36·1	77·6	113·9	50·7	59·2	46·3
	1966	52·6	67·0	37·9	91·2	105·2	52·6	60·0	48·1
	1967	52·5	70·8	37·5	79·9	112·8	53·2	58·3	47·9
	1968	56·3	74·1	40·8	95·1	111·3	58·7	63·1	49·5

(†) Excluding the Irish Republic.

His Highness Shaikh Isa bin Sulman al-Khalifa, Ruler of Bahrain and its Dependencies, arriving in London on August 18 for a private visit. He will leave on August 29 to visit the United States and Paris. On the eve of his departure the Ruler said: 'I will be making and renewing private contacts with senior officials in all of these countries and discussing political and economic matters with them. The new political era which Bahrain is now entering will require new foundations and methods and the expansion of our islands' economy.'

Table 7. Overseas visitors: average length of stay in the United Kingdom, expenditure per visit, and expenditure per day of visitors from selected countries, 1968

Country of permanent residence	Average length of stay per visit	Average expenditure per visit	Average expenditure per day
	Days	£	£
United States	12·0	73·6	6·1
Canada	20·7	75·8	3·7
NORTH AMERICA	14·0	74·1	5·3
France	15·7	36·5	2·3
Western Germany	15·2	33·5	2·2
Italy	18·7	69·4	3·7
Belgium and Luxembourg	9·0	26·4	2·9
Netherlands	8·8	28·1	3·2
Austria	24·3	42·7	1·8
Denmark, Norway and Sweden	12·9	45·9	3·6
Switzerland	21·0	55·5	2·6
Spain	24·8	70·6	2·8
WESTERN EUROPE	14·7	40·8	2·8
OTHER NON-STERLING AREA	20·5	95·1	4·6
Australia and New Zealand	45·6	124·9	2·7
South Africa	26·2	106·1	4·1
Other sterling area †	45·9	106·6	2·3
ALL COUNTRIES	16·3	56·3	3·4

† Excluding the Irish Republic.

Notes:

(i) The *number of visits* excludes day trips on special excursion boats, day trips across the border with the Irish Republic, and visits of less than one day by passengers in transit through the United Kingdom to other countries, but other day trips are included.

(ii) '*Expenditure*' in these tables is defined to be consistent with the 'Travel account' in the balance of payments statistics: that is to say, the expenditure figures cover all spending by overseas visitors in the United Kingdom (whether on accommodation, meals, fares within the United Kingdom, purchase of goods) but not the cost of fares to and from the United Kingdom. Exceptions to this are:
  (a) The cost of fares on international rail routes. The cost of the rail fares on the British section of the journeys to and from the United Kingdom is included in the expenditure estimates in these tables. The amount is small and was estimated in 1968 to have been less than £2 million.
  (b) The personal export of cars purchased by visitors to this country. Estimated to amount to about £10 million a year, these are included in the Overseas Trade Accounts of the United Kingdom, and are, therefore, excluded from the expenditure estimates in these tables.
  Expenditure in these tables also includes estimates of the expenditure of visitors in transit of less than one day and on day trips across the Irish border.

(iii) In the calculation of the average expenditures per visit and per day in Tables 6 and 7 the following adjustments have been made:
  (a) Visitors in transit of less than one day, or on day trips across the Irish border; and the estimates of rail fares (see Section (ii) above), have been excluded.
  (b) In Table 6 the columns for total and for purpose of visit, but not the columns for areas of permanent residence, include information about visitors from the Irish Republic. In the former columns the number of day trips across the border and time spent thereon have been excluded.

(iv) Some of the figures for 1967 and earlier years have been amended following revisions for the Irish Republic.

Section B. Visits abroad by United Kingdom residents

Visits abroad mean visits to countries outside the United Kingdom by persons permanently resident in the United Kingdom for a period of less than 12 months for holiday purposes, business purposes and other purposes, including friends or relatives, study, attending sporting events, health and religious purposes. ('Other' purposes also include visits with more than one purpose where neither holidaying nor business predominated.)

Migrants and persons going abroad with employment as their main purpose (including military, merchant seamen and airline personnel on duty) are excluded.

The tables in this section refer to visits completed in the periods stated, i.e.they relate to United Kingdom residents returning to the United Kingdom.

See also notes at end of section.

Table 8. Number of visits and expenditure of United Kingdom residents analysed by main country visited, 1964 to 1968

Principal country visited	Number of visits (thousands)							Expenditure (£ million)						
	1964	1965	1966 All routes	1967	1968 All routes	Air	Sea (†)	1964	1965	1966 All routes	1967	1968 All routes	Air	Sea (†)
United States	92	98	108	126	137	133	4	10·5	10·0	11·0	11·5	11·0	10·4	·6
Canada	44	49	59	86	72	69	3	3·7	3·8	4·7	5·5	4·1	3·7	·4
NORTH AMERICA	136	147	167	212	209	202	7	14·2	13·8	15·7	17·0	15·1	14·1	1·0
France	724	829	864	918	754	274	480	29·7	30·8	29·2	24·8	21·0	7·7	13·3
Western Germany	327	373	405	434	452	219	233	10·6	11·7	13·1	13·3	13·0	6·1	6·9
Italy	618	703	756	637	538	324	214	36·5	38·7	40·2	27·3	22·4	13·1	9·3
Belgium and Luxembourg	315	318	294	329	306	122	184	8·1	8·6	7·6	7·8	7·2	2·7	4·5
Netherlands	235	260	292	301	314	179	135	6·1	6·9	6·3	6·4	6·3	3·4	2·9
Austria	234	245	295	284	271	133	138	11·1	11·6	14·3	11·4	10·6	5·1	5·5
Denmark, Norway and Sweden	163	174	203	210	215	94	121	6·8	7·1	7·6	7·5	7·8	3·9	3·9
Switzerland	319	348	331	309	272	155	117	14·7	16·9	15·5	11·4	10·0	5·2	4·8
Spain	709	803	958	1,060	1,282	1,031	251	37·5	41·6	43·0	40·5	48·2	38·5	9·7
Other Western Europe	187	223	276	258	253	192	61	12·7	14·9	15·2	12·5	11·8	8·7	3·1
WESTERN EUROPE	3,381	4,276	4,674	4,740	4,657	2,723	1,934	173·8	188·8	192·0	162·9	158·3	94·4	63·9
OTHER NON-STERLING AREA	105	143	165	165	194	154	40	9·2	13·1	14·0	12·8	12·1	9·5	2·6
Irish Republic	1,608	1,649	1,596	1,692	1,766	483	1,283	49·5	57·2	55·3	56·2†	60·3	13·9	46·4
Australia and New Zealand	14	15	18	18	17	..	..	3·0	4·5	4·5	5·1	3·4	..	..
South Africa	15	16	16	21	21	..	..	2·7	2·8	2·6	3·2	3·4	..	..
Other Sterling area	87	117	170	216	264	..	..	8·5	10·2	13·3	16·6	17·9	..	..
OVERSEAS STERLING AREA	1,724	1,797	1,800	1,947	2,068	759	1,309	63·7	74·7	75·7	81·1	85·0	32·3	52·7
ALL COUNTRIES	5,897‡	6,472‡	6,918‡	7,202‡	7,269‡	3,838	3,431‡	260·9	290·4	297·4	273·8	270·5	150·3	120·2

† Visits by road and rail across the border with the Irish Republic are included with the sea routes.
‡ Including United Kingdom residents holidaying on cruise ships, not assigned to particular areas (141,000 in 1968).

Table 9. Number of visits of United Kingdom residents analysed by area visited and purpose of visit, air and sea routes separately, 1968

Number of visits (thousands)

Area Visited	All Routes							Air					Sea (†)				
	Total	Holiday		Business Other				Total	Holiday		Business Other§		Total	Holiday		Business Other§	
		Total	Inclusive Tours		Total	Visiting Friends and Relatives	Miscellaneous§		Total	Inclusive Tours				Total	Inclusive Tours		
North America	209	41	1	55	113	99	14	202	40	1	54	108	7	1	—	1	5
Western Europe	4,657	3,366	1,778	691	600	382	218	2,723	1,900	1,393	592	231	1,934	1,466	385	99	369
Other non-sterling area	194	106	65	51	37	27	10	154	87	60	48	19	40	19	5	3	18
Irish Republic	1,766	1,123	..	186	457	396	61	483	263	..	98	122	1,283	860	..	88	335
Other overseas sterling area	302	192	54	45	65	52	13	276	177	53	44	55	26	15	1	1	10
ALL AREAS	7,269‡	4,969‡	..	1,028	1,272	956	316	3,838	2,467	..	836	535	3,431‡	2,502‡	..	192	737

† Visits by road and rail across the border with the Irish Republic are included with the sea routes.
‡ Including United Kingdom residents holidaying on cruise ships, not assigned to particular areas.
§ This group includes visits where the purpose was not stated, and those with more than one purpose where neither holiday nor business predominated.

(*Continued on next page*)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

FOREIGN TRAVEL AND TOURISM IN 1968, *continued*

Table 10. Number of visits and expenditure of United Kingdom residents analysed by area visited and purpose of visit, air and sea routes separately, for each calendar quarter of 1968

Area visited			Number of visits (thousands)												Expenditure (£ million)			
			All Routes				Air				Sea (†)							
		Qtr.	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other
Western Euurope	1968	1st	410	198	141	71	293	133	126	34	117	64	16	37	13·4	6·7	4·8	1·9
		2nd	1,201	827	211	163	720	481	178	61	481	346	33	102	41·9	29·4	8·3	4·2
		3rd	2,519	2,084	165	270	1,332	1,103	132	97	1,187	953	32	172	85·1	72·1	6·0	7·0
		4th	527	257	174	96	378	183	156	39	149	73	18	58	17·9	8·9	6·3	2·7
		Total	4,657	3,366	691	600	2,723	1,900	592	231	1,934	1,466	99	369	158·3	117·1	25·4	15·8
Rest of the World	1968	1st	230	121	47	62	129	55	40	34	101	66	8	27	14·2	7·3	4·7	2·2
		2nd	629	381	87	161	275	146	63	66	354	2[illegible]5	24	95	29·1	17·7	6·4	5·0
		3rd	1,278	776	140	362	529	282	89	158	749	494	50	205	49·6	32·6	6·9	10·1
		4th	334	184	63	87	182	84	52	46	152	100	11	41	19·3	9·2	6·6	3·5
		Total	2,471	1,462	337	672	1,115	567	244	304	1,356	895	93	368	112·2	66·8	24·6	20·8
ALL AREAS	1968	1st	657	336	189	132	422	188	165	69	235	147	24	64	27·6	13·9	9·6	4·1
		2nd	1,876	1,253	298	325	995	627	241	127	881	627	57	197	71·0	47·2	14·7	9·1
		3rd	3,853	2,917	304	632	1,861	1,384	222	255	1,992	1,533	82	377	134·7	104·6	12·9	17·2
		4th	883	463	237	183	560	268	208	84	323	195	29	99	37·2	18·2	12·8	6·2
		Total	7,269(‡)	4,969(‡)	1,028	1,272	3,838	2,467	836	535	3,431(‡)	2,502(‡)	192	737	270·5	183·9	50·0	36·6

(†) Visits by road and rail across the border with the Irish Republic are included with the sea routes.
(‡) Including United Kingdom residents holidaying on cruise ships, not assigned to particular areas.

Table 11. United Kingdom residents: distribution of visits and expenditure by area visited cross analysed by purpose of visit, 1968

Percentages

Purpose	Area visited					
	All Areas	North America	Western Europe	Other Non-Sterling	Irish Republic	Other Sterling
NUMBER OF VISITS:						
Holiday	68 †	19	72	55	63	63
Business	14	27	15	26	11	15
Other	18	54	13	19	26	22
ALL	100	100	100	100	100	100
(thousands)	7,269	209	4,657	194	1,766	302
EXPENDITURE:						
Holiday	68	15	74	43	74	60
Business	18	53	16	45	9	24
Other	14	32	10	12	17	16
ALL	100	100	100	100	100	100
(£ million)	270·5	15·1	158·3	12·1	60·3	24·7

† Included in this figure, but not in the area analysis, is an estimate of United Kingdom residents holidaying on cruise ships.

Notes:

(i) The *number of visits* excludes day trips on special excursion boats and day trips across the border with the Irish Republic, but other day trips are included.

(ii) '*Expenditure*' in these tables is defined to be consistent with the 'Travel Account' in the balance of payments statistics: that is to say, the expenditure figures cover all the expenditure abroad of United Kingdom residents (whether on accommodation, meals, fares within the country visited, purchases of goods) but not the cost of fares to and from the United Kingdom.
An exception is the cost of fares on the international rail routes. The cost of the rail fares on the foreign section of the journeys to and from the United Kingdom is included in the expenditure estimates in these tables. The amount in 1968 was estimated to have been just over £6 million.

(iii) In the calculation of the average length of stay and average expenditure per visit and per day in Tables 12 and 13 the following adjustments have been made:
(a) United Kingdom residents on cruise holidays, as on day trips on excursion boats or across the Irish border; and expenditure on rail fares (see Section (ii) above), have been excluded.
(b) In Table 13 the columns for total and for purpose of visit, but not the columns for area visited, include information about visits to the Irish Republic.

iv) Some of the figures for 1967 and earlier years have been amended following revisions for the Irish Republic.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

Table 12. United Kingdom residents: average length of stay outside the United Kingdom and average expenditure per day and per visit by area visited and by purpose of visit, 1964 to 1968

		Total	Analysis by area visited				Analysis by purpose of visit		
			North America	Western Europe	Other Non-Sterling	Overseas † Sterling	Holiday	Business	Other
Average length of stay (days)	1964	15·1	42·2	14·8	29·3	60·7	14·9	11·3	20·2
	1965	14·9	40·0	14·2	26·0	53·2	14·0	11·4	22·6
	1966	15·4	40·1	14·0	23·5	48·3	14·4	10·7	24·0
	1967	14·6	37·8	13·1	27·1	43·9	13·5	9·8	23·6
	1968	14·9	36·8	13·4	24·7	41·4	14·0	9·8	22·4
Average expenditure per day (£)	1964	2·7	2·5	2·9	2·8	1·8	2·7	4·7	1·4
	1965	2·8	2·4	3·0	3·2	2·0	2·9	4·7	1·5
	1966	2·6	2·3	2·8	3·3	1·9	2·7	4·9	1·3
	1967	2·4	2·1	2·5	2·7	2·0	2·5	4·9	1·3
	1968	2·3	1·9	2·4	2·3	1·7	2·4	4·8	1·2
Average expenditure per visit (£)	1964	40·9	105·0	43·3	80·7	108·3	40·8	53·4	28·9
	1965	41·5	94·1	42·3	83·0	104·8	40·8	54·2	34·5
	1966	39·9	91·1	39·4	78·4	89·9	39·5	52·5	31·8
	1967	35·2	78·3	32·7	71·9	86·2	33·7	48·4	30·3
	1968	34·3	70·0	32·3	57·2	71·9	33·5	47·5	26·8

(†) Excluding the Irish Republic.

Table 13. United Kingdom residents: average length of stay outside the United Kingdom on visits abroad by average expenditure per visit and per day, by principal country visited, 1965 to 1968

Principal country visited	Average length of stay per visit				Average expenditure per visit				Average expenditure per day			
	Days				£				£			
	1965	1966	1967	1968	1965	1966	1967	1968	1965	1966	1967	1968
United States	38·2	37·4	35·1	34·1	102·3	99·5	89·6	78·6	2·7	2·7	2·6	2·3
Canada	43·7	45·2	42·0	42·0	77·7	75·7	61·7	53·5	1·8	1·7	1·5	1·3
NORTH AMERICA	40·0	40·1	37·8	36·8	94·1	91·1	78·3	70·0	2·4	2·3	2·1	1·9
France	11·5	11·3	10·3	10·6	32·6	29·4	23·1	23·2	2·8	2·6	2·2	2·2
Western Germany	14·9	14·1	14·0	12·5	29·0	30·0	28·6	26·7	2·0	2·1	2·0	2·1
Italy	17·0	16·9	16·5	18·0	54·3	52·5	41·9	40·6	3·2	3·1	2·5	2·3
Belgium and Luxembourg	9·2	8·7	7·8	7·9	25·3	23·4	21·6	21·5	2·7	2·7	2·7	2·7
Netherlands	9·0	8·2	7·5	7·3	24·9	20·9	19·6	18·6	2·8	2·5	2·6	2·5
Austria	..	..	13·1	13·5	46·7	48·0	39·6	38·3	..	..	3·0	2·8
Denmark, Norway and Sweden	..	..	11·4	14·4	38·3	35·7	33·7	34·4	..	..	2·9	2·4
Switzerland	13·8	13·8	13·0	13·7	48·0	45·7	35·9	35·6	3·5	3·3	2·8	2·6
Spain	16·3	16·3	15·4	15·2	51·2	44·7	38·1	37·5	3·2	2·7	2·5	2·5
WESTERN EUROPE	14·2	14·0	13·1	13·4	42·3	39·4	32·7	32·3	3·0	2·8	2·5	2·4
OTHER NON-STERLING AREA	26·0	23·5	27·1	24·7	83·0	78·4	71·9	57·2	3·2	3·3	2·7	2·3
Australia and New Zealand	109·6	109·7	115·5	107·5	245·2	232·0	254·4	175.0	2·2	2·1	2·2	1·6
South Africa	68·9	68·1	62·7	62·1	161·4	148·7	140·0	141·3	2·3	2·2	2·2	2·3
Other sterling area (†)	43·6	40·0	36·1	35·6	78·9	69·7	67·3	59·7	1·8	1·7	1·9	1·7
ALL COUNTRIES	14·9	15·4	14·6	14·9	41·5	39·9	35·2	34·3	2·8	2·6	2·4	2·3

(†) Excluding Irish Republic.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for June 1969 was 113 (1965 = 100) an increase of 9 per cent on the corresponding month of 1968.

Increases were recorded in all the major groups with substantial rises of 15 per cent and 16 per cent in durable goods shops and department and general stores respectively. The overall increase for June of 9 per cent is the largest monthly increase so far this year.

The index of value for the second quarter of 1969 at 115 showed a 5 per cent increase over the corresponding quarter of 1968, and this was 3 per cent higher than the increase for the first quarter of this year.

Taking into account price increases it has been estimated that the volume of sales was down by approximately 1 per cent over the corresponding quarter of 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 113, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week and *percentage increases compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*6*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*-2*	88	*-4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*6*	113	*6*	107	—	102	*7*
1968 June	103	*3*	115	*3*	97	*3*	101	*3*	105	*19*	94	*-3*	91	*11*
July	111	*7*	113	*6*	109	*7*	96	—	108	*16*	119	*8*	95	*7*
August	109	*4*	116	*6*	105	*3*	92	*1*	105	*4*	116	*4*	89	*1*
September	102	*6*	115	*9*	94	*4*	90	*8*	96	*-1*	95	—	93	*19*
October	110	*8*	121	*16*	103	*2*	101	*8*	109	*-1*	102	*3*	101	*3*
November	111	*7*	127	*14*	101	*2*	109	*9*	99	*-4*	97	—	103	*8*
December	125	*2*	127	*8*	124	*-1*	134	*2*	104	*-13*	113	*-2*	168	*5*
1969 January	113	*7*	122	*11*	108	*4*	106	—	110	*-8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*-7*	86	*-4*	92	*-11*	104	*-6*	74	*-14*
March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-9*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*-4*	98	*-2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*-4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*15*	103	*9*	105	*16*

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for June 1969 prepared by the Ministry of Commerce is 146 (1963=100). This is the same as the index for May 1969 and is 1 point lower than for June 1968.

The index numbers for the main industrial groups with the increase or decrease on June 1968 shown in brackets were; textiles 173 (+8 points); clothing 130 (−); engineering and metals 119 (−13); food, drink and tobacco 129 (+9); timber and furniture 138 (−5); mineral products 162 (+2); other manufacturing industries 203 (+7); gas, electricity and water 128 (+12).

Orders, deliveries, production and exports in the engineering industries in June

THE MINISTRY of Technology reports that first estimates for June show that production in the mechanical and electrical engineering industries in the second quarter of 1969 was 6 per cent higher than in the first quarter (column 1 of Table 1). The average for the first half of this year shows a rise of 4 per cent above the average for 1968 as a whole.

In the wider groups of engineering industries which includes some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted indices show an improvement in total deliveries in June, bringing the second quarter 5 per cent above the first quarter and making the first half-year also 5 per cent higher than the average for 1968. Within the total, export deliveries have risen more than home deliveries which were 2 per cent higher in the second quarter than in the first and likewise 2 per cent higher in the first half-year than in 1968 as a whole. Export deliveries rose substantially in the second quarter, showing an increase of 12 per cent over the first quarter and making the first half-year 14 per cent higher than 1968 as a whole.

Net new export orders have maintained their high level, showing a small (4 per cent) increase between the first and second quarters; the average for the first half of this year is one-third higher than the average for 1968 as a whole. In spite of the recent rise in export deliveries, orders on hand for export in June were 8 per cent higher than at the end of March and 21 per cent higher than at the end of 1968. New home orders in the second quarter were 6 per cent lower than in the first quarter but 5 per cent higher than in 1968. Home orders on hand fell slightly during the second quarter. Total new orders fell by 3 per cent between the first and second quarters but were still greater than total deliveries and the total order book continued to increase, showing a rise of 2 per cent between the end of March and the end of June.

Description of the Statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another twelve months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three-month centred moving averages of the seasonally adjusted figures, e.g., the figures shown against May are the averages of the seasonally adjusted figures for April, May and June.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade.

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Teesside.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle,
Lancashire, L20 3LZ.
Tel.: 051-922 4030. Telex: 627162.
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CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY,
Tel.: 0222 42611. Telex: 49538.
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GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

NORTHERN IRELAND. A similar scheme is operative in Northern Ireland. Inquiries should be addressed to Ministry of Commerce, 21 Linenhall Street, Belfast, BT2, 8BY.

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end period)§ seasonally adjusted			Export‖
	Total 1958 = 100	Mechanical engineering†	Electrical engineering‡	Total December 1958 (unadjusted) = 100	Home	Export	1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	121	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1968	157	151	169	146	135	183	126
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
4th quarter	160	157	165	146	135	183	127
1969 1st quarter	159	157	164	155	138	206	126
2nd quarter	168						
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	158	155	163	142	131	179	
November	162	159	167	145	133	181	
December	159	156	165	146	135	183	
1969 January	156	154	159	149	137	189	
February	161	159	166	153	138	199	
March	161	158	168	155	138	206	
April	166	..	..	156	138	210	
May p	169	..	..	158	138	215	
June p	168			156	135	221	
Average:							
Latest 3 months shown	168	157	164	156	135	221	
Previous 3 months shown	159	157	165	155	138	206	
Percentage increase¶	*6*	–	*1*	*1*	*–2*	*7*	

† Covers Minimum List Headings 331 to 352 of the S.I.C. including scientific, surgical and photographic instruments, etc., and watches and clocks.
‡ Covers Minimum List Headings 361 to 369 of the S.I.C.
§ Index of the total value at constant (average 1958) prices of orders held in these industries.
‖ Quarter index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
¶ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

(Continued on next page)

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the Board of Trade Journal.

ENGINEERING INDUSTRIES IN JUNE, *continued*

Table 2. Engineering industries (Order VI and part Order VIII) (†) Index numbers of the volume of orders and deliveries (‡) Unadjusted

	Total			Home			Export		
	Orders on hand (end period)	Net New orders‡	Deliveries‡	Orders on hand (end period)	Net new orders‡	Deliveries‡	Orders on hand (end period)	Net new orders‡	Deliveries‡
	Deliveries 1958 = 100	Average 1958 deliveries 100		Deliveries 1958 = 100	Average 1958 deliveries 100		Deliveries 1958 = 100	Average 1958 deliveries 100	
1958	100			100			100		
1959	101	92	100	101	93	100	102	88	100
1960	117	105	104	117	106	105	119	103	102
1961	120	123	114	117	123	115	126	122	111
1962	115	123	122	109	123	123	129	122	118
		120	123		117	122		128	126
1963	135								
1964	161	139	126	131	137	123	144	143	134
1965	163	152	136	158	153	136	168	151	136
1966	152	145	143	161	145	143	172	146	142
1967	141	143	150	152	142	148	154	145	156
1968	141	144	151	134	141	152	162	155	150
		157	157	129	152	155	179	172	162
1966 1st quarter	164								
2nd quarter	161	157	154	162	158	153	170	153	158
3rd quarter	159	138	147	161	142	146	163	129	148
4th quarter	152	135	141	158	132	140	161	142	145
		142	159	152	136	154	154	156	173
1967 1st quarter	149								
2nd quarter	148	144	152	149	142	149	151	150	158
3rd quarter	146	151	154	145	145	155	157	167	151
4th quarter	141	137	141	141	134	143	163	148	135
		146	159	134	143	161	162	153	154
1968 1st quarter	142								
2nd quarter	138	162	158	134	156	156	168	177	164
3rd quarter	139	146	157	129	144	156	164	152	160
4th quarter	141	150	148	127	141	146	173	174	153
		172	166	129	168	163	179	185	172
1969 1st quarter	151								
2nd quarter p	154	191	167	135	177	162	200	234	182
		173	167	133	154	159	216	229	190
1968 January	142								
February	143	152	142	135	153	143	163	147	140
March	142	149	156	136	157	153	163	162	166
		175	176	134	159	173	168	221	185
April	142								
May	140	144	147	134	145	144	166	143	155
June	138	147	160	132	140	160	167	168	162
		146	164	129	146	164	164	146	163
July	138								
August	139	154	151	130	155	152	165	152	146
September	139	140	134	129	125	131	171	185	141
		155	158	127	144	154	173	185	171
October	140								
November	142	168	157	128	164	157	177	180	156
December	141	174	166	129	170	164	179	186	172
		173	174	129	169	169	179	187	189
1969 January	145								
February	149	185	155	132	173	150	185	218	172
March	151	192	165	134	172	159	194	250	182
		198	182	135	185	178	200	236	193
April	151								
May p	155	155	150	135	146	144	202	183	167
June p	154	187	167	136	167	159	210	246	190
		177	183	133	149	173	216	257	213

† See footnotes (†) and (‡) to Table 1.
‡ Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

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The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Table 3. Engineering industries (Order VI and part VIII) (†)
Index numbers of the volume and deliveries (†) Seasonally adjusted

	Total			Home			Export		
	Orders on hand (end period)	Net new orders§	Deliveries	Orders on hand (end period)	Net new orders§	Deliveries	Orders on hand (end period)	Net new orders‡	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	154	150
1968	143	157	157	132	152	155	179	172	162
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	134	151	148	130	149	151	147	156
2nd quarter	148	150	151	144	143	151	158	172	150
3rd quarter	146	149	151	140	147	153	162	156	146
4th quarter	143	144	153	137	144	155	162	143	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
4th quarter	143	173	159	132	172	157	179	177	163
1969 1st quarter	151	180	161	135	164	157	201	227	174
2nd quarter p	154	175	168	133	154	159	217	235	195
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	160	164	127	153	158	173	181	181
October	140	166	153	128	162	154	175	177	152
November	141	173	160	130	172	159	177	177	163
December	143	177	163	132	172	159	179	193	175
1969 January	146	180	160	134	169	154	184	214	175
February	149	180	162	134	164	158	193	227	171
March	151	176	162	135	160	157	201	222	175
April	152	176	160	135	160	155	204	223	176
May p	154	175	170	136	154	160	210	235	198
June p	154		175	133		163	217		212
Average†									
Latest 3 months	154	175	168	133	154	159	217	235	195
Previous 3 months	151	180	161	135	164	157	201	227	174
Percentage increase‖	*2*	*– 3*	*5*	*– 2*	*– 6*	*2*	*8*	*4*	*12*

† Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VIII).
‡ At constant (average 1958) prices.
§ The figures shown against the months are three months centred moving average.
‖ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

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ECGD Business in second quarter

BUSINESS INSURED by the Export Credits Guarantee Department in the second quarter amounted to £586.8 million, an 11 per cent increase over the same quarter of last year, although below the record £677.1 million of the first quarter. Of the quarter's business £121.4 million involved credit beyond six months.

Bank advances guaranteed by ECGD have continued to rise; during the quarter they amounted to £163.9 million compared with £157.7 million in the first quarter, and £124.9 million in the same quarter last year. £77.6 million of this year's figure related to short term credits.

Four of the new Buyer Credit Guarantees (announced by the President of the Board of Trade on May 23) were issued during the quarter, with a total loan value of £15.9 million. These covered harbour construction (£10.2 million), a textile plant (£1.3 million), aircraft (£1.9 million), and ships (£2.5 million).

Financial Guarantees were issued during the quarter for the sale of ships, equipment for a gas trunkline, chemical plant and newsprint machinery.

Large medium term policies issued during the quarter include aircraft (£10.2 million), cable and transmission equipment (£1.8 million), textile machinery (£2.6 million), sea water distillation plants (£2.6 million), telecommunications network (£2.9 million) and machinery and tooling equipment (£3.9 million).

The figures are tabulated below.

Table 1. Shipments insured

	1968	1969	1969
	June Qtr.	Mar. Qtr.	June Qtr.
Comprehensive business short term credit	420·3	515·9	465·4
Comprehensive business over 6 months credit	41·6	55·4	49·3
Specific business	30·1	76·0	39·2
Financial Guarantees	34·7	29·8	32·9
Total	526·7	677·1	586·8

Table 2. Advances guaranteed under financial facilities
relating to exports which appear or will appear in Table 1)

Comprehensive Guarantees to Banks related to comprehensive insurance policies	67·2	69·5	77·6
Specific Guarantees to Banks related to comphrensive insurance policies	6·0	14·7	11·0
Specific Guarantees to Banks related to Specific insurance policies	11.3	30·1	33·7
Financial and Buyer Credit guarantees	40·4	43·4	41·6
Total	124·9	157·7	163·9

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed.' Shipments declared in connection with a Financial Guarantee are also included—even though there is strictly no 'insurance' of the shipments. The first table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial Guarantees and of some Specific Guarantees, an element of interest covered by the guarantee. In addition to these advances there is of course a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured,' there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

Export Credits Guarantee Department

DURING THE quarter ended June 30, 1969, the Department assumed liability:

(a) Under Section 1 of the Export Guarantees Act, 1968, up to a maximum of £254,876,502 in respect of guarantees amounting to £426,629,497;

(b) under Section 2 of the Export Guarantees Act, 1968 up to a maximum of £57,047,158 in respect of guarantees amounting to £58,412,176.

EN ROUTE TO SOUTH AMERICA

Part of a recent export order for Taskers Formula 1 straight-frame semi-trailers supplied to Bookers Stores Limited of Georgetown, Guyana, South America.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in June was 9 per cent more than in June 1968.

Statistics issued by the Textile Council show that in the six months January-June the amount of cloth woven was 1 per cent more than in the corresponding period of 1968. Production of single yarn was 1 per cent more and the amount of yarn doubled was 4 per cent more.

Production in the cotton industry
Annual totals and weekly averages

	Single yarns(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0		1,014·1	560·3
1964*a*	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 June	6·4	2·7	1·9	1·8	2·2	13·9	10·3
July*	6·0	2·2	1·8	2·1	1·7	9·4	7·9
August	7·5	3·0	2·1	2·2	2·2	14·8	10·8
September	6·4	2·8	1·9	2·0	2·5	13·5	10·0
October*	7·8	3·3	2·3	2·3	2·5	15·2	11·5
November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries. (*a*) 53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in June was 10 per cent more than in June 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the six months January-June deliveries of woven fabrics (excluding blankets) were 2 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were at the same level as a year ago.

Production of wool and hair tops was 4 per cent less and of man-made fibre tops 22 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
1968 June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In June deliveries of semi-worsted yarn were 1·3 million lb.

Exports of wool textile products

Quarterly averages or totals for quarters

	Total	Wool tops		Yarns		Woven fabrics		Other wool textile products (†)
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	32·72	10·71	24·00	5·32	8·47	15·94	22·32	0·75
1964	32·95	9·60	18·79	5·52	8·03	16·81	22·36	1·03
1965	30·52	7·24	16·00	5·13	7·55	17·00	22·19	1·15
1966	29·07	7·17	15·67	5·02	7·38	15·96	20·29	0·92
1967	25·95	5·63	12·85	4·51	6·92	14·96	18·91	0·84
1968	28·70	5·99	14·02	5·11	7·90	16·53	20·76	1·07
1967								
1st qtr.	28·09	6·77	15·31	4·99	7·55	15·36	19·77	0·97
2nd qtr.	27·83	5·98	13·53	4·98	7·65	15·97	19·74	0·90
3rd qtr.	24·73	5·18	11·49	4·17	6·34	14·59	18·53	0·79
4th qtr.	23·14	4·60	11·08	3·90	6·16	13·92	17·60	0·72
1968								
1st qtr.	26·59	5·66	14·33	4·53	7·09	15·33	19·84	1·07
2nd qtr.	28·46	6·43	14·71	4·69	7·19	16·29	20·30	1·05
3rd qtr.	29·84	6·24	14·04	5·03	7·75	17·54	22·03	1·03
4th qtr.	29·92	5·61	13·00	6·19	9·59	16·98	20·86	1·14
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Textile and clothing industries: orders and deliveries

IN THE SECOND QUARTER of 1969 net new orders received by the textile and clothing industries were the same as in the first quarter; deliveries were 7 per cent more with the result that order books at the end of June were 2 per cent lower than at the end of March.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)	Net new orders		Deliveries	
	April 1959 = 100	Average 1959 deliveries = 100		Average 1959 deliveries = 100	
		Actual	Seasonally adjusted	Actual	Seasonally adjusted
1960	136	103		103	
1961	104	91		99	
1962	100	92		93	
1963	117	100		95	
1964	124	99		98	
1965	121	98		99	
1966	105	92		97	
1967	114	93		91	
1968	129	99		96	
1967 1st quarter	104	89	90	90	91
2nd quarter	107	93	88	90	89
3rd quarter	100	81	94	88	91
4th quarter	114	109	100	96	93
1968 1st quarter	117	99	97	96	94
2nd quarter	129	106	104	95	97
3rd quarter	122	85	100	91	95
4th quarter	129	107	97	100	96
1969 1st quarter	133	102	100	98	96
2nd quarter p	135	102	100	101	103
1968 April	121	102	101	91	94
May	128	115	106	97	94
June	129	100	104	97	103
July	124	71	86	85	92
August	123	86	106	90	96
September	122	99	106	100	98
October	123	107	90	106	95
November	129	125	102	108	99
December	129	88	99	87	95
1969 January p	130	94	99	91	95
February p	133	109	104	103	97
March p	133	104	98	102	97
April p	135	101	101	96	100
May p	136	103	99	100	102
June p	135	103	101	106	107

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant average 1958) prices.

Seen leaving the Simon Engineering Dudley factory for shipment overseas are hydraulic platforms, each mounted on long wheelbase Land Rover vehicles. Several of these have been ordered by the Government of Ceylon, through Crown Agents, London, for overhead work in a rural electrification programme.

DEA 'Progress Report' for August

ARTICLES IN THE August 1969 issue of DEA *Progress Report*, published on August 21, include a comparison of British taxation with that of other countries; arrangements for Forces' resettlement; a summary of the make-up of British food consumption; 'MIDAs – a new investigation'; and Governmental proposals for intermediate areas.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during July 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,367		1,367
Over £100 but under £1,000	74		74
£1,000 but under £10,000	579		579
£10,000 but under £50,000	94		94
£50,000 but under £100,000	11		11
£100,000 but under £1,000,000	6		6
£1,000,000 and over	2		2
Total number	2,133		2,133
Total amount of nominal capital	£ thous. 10,764	£ thous.	£ thous. 10,764

Companies registered in Great Britain in 1968 and 1969

	1968		1969	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735	2,133	10,764
July	1,780	4,748		
August	1,742	3,836		
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

'Statistical News'

THE AUGUST 1969 issue of *Statistical News* (HMSO, Quarterly, 6s.), published on August 21, includes articles on Seasonal Adjustment, Measuring self-sufficiency in Food and Agriculture, and the new Printing and Publishing inquiry.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Salt for June 1969
Trailers for February and March 1969
Footwear for June 1969
Wheeled Tractors for May 1969
Rubber for May 1969

Quarterly at 7s. 6d. a year post free:

Scientific and Industrial Instruments and Apparatus for First Quarter 1969
Linen for Second Quarter 1969
Agricultural Machinery for First Quarter 1969
Organic Chemicals for Second Quarter 1969
Leathercloth for Second Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on August 6 on the back page.

Civil Aviation Series:

Airport Activity for April 1969
Airport Passengers for April 1969
Air Freight and Mail for April 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (*M*)
Air Passengers (*M*)
Air Freight and Mail (*M*)
Airlines (*M*)
Airlines (*Q*)

General index of retail prices, July 1969

THE DEPARTMENT of Employment and Productivity announce that at July 22, 1969, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 132.1, the same figure as at June 17. Marked reduction in the prices of potatoes, tomatoes and other fresh vegetables were offset by rises in the prices of a number of other goods and services.

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, August 22, 1969
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Smashing Bird I used to Know	Br/E 34251	95	August 18	Grand National Pictures Ltd.	Titan International Productions Ltd.
The Dance of Death	Br/E 34260	148	August 18	Paramount Pictures (U.K.) Ltd.	B.H.E. Films Ltd.
Movietone News 2098	Br/E 34295	7	August 22	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2098A	Br/E 34296	7	August 22	" "	" "
Pathe News 69-67	Br/E 34347	8	August 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-68	Br/E 34348	8	August 22	" "	" "
				FOREIGN	
Mission Batangas	F 34249	82	August 18	Grand National Pictures Ltd.	Diba Productions Inc.
Krakatoa – East of Java	F 34250	137	August 18	Cinerama International Releasing Organization	American Broadcasting Company Inc. and Cinerama Inc.
The Bridge at Remagen	F 34252	116	August 18	United Artists Corp. Ltd.	Wolper Pictures Inc.
Young Billy Young	F 34253	89	August 18	" "	Talbot Youngstein Productions
Memories of Underdevelopment	F 34254	104	August 18	Contemporary Films Ltd.	Distribuidora Internacional de Pelicula I.C.A.I.C., Havana
Now!	F 34255	6	August 18	" "	" "
Sandcastles	F 34256	18	August 18	" "	Sovexportfilm, Moscow
Woman of Darkness	F 34257	112	August 18	Curzon Film Distributors Ltd.	Aktiebolaget Svensk Filmindustri, Stockholms
The Musical Pig	F 34258	11	August 18	" "	Jugoslavija Film, Belgrade
The Libertine	F 34259	82	August 18	Cinecenta Film Distributors Ltd.	Finanziaria San Marco, Rome
Erotique	F 34261	85	August 19	Miracle Films Ltd.	Paris Interproductions, Paris
Sexy Susan Sins Again	F 34262	93	August 19	" "	Neus Delta Films, Vienna and Aico Films s.r.l., Rome

Exhibitions and Fairs

British Pavilions at Moscow exhibitions: applications for space

THE BOARD OF TRADE will organize British Pavilions at the following two major international exhibitons to be held in Moscow during 1970.

'INLEGMASH' (Modern equipment and technological processes in light industry), June 2-16

This exhibition, despite its title, will be devoted almost entirely to textile machinery, including ancillary and control equipment. The main sections of the exhibition are:

1. Preparatory and spinning machinery.
2. Machinery and techniques for preliminary processing of natural fibres.
3. Preparatory and weaving equipment.
4. Weaving machinery.
5. Dyeing and finishing equipment.
6. Twisting machinery. Machines for the production of bulk and texturized yarns. Machines for production of modified fibres and yarns.
7. Machinery for hosiery and knitted fabrics.
8. Sewing and finishing equipment for production of knitted garments.
9. Non-woven equipment.
10. Sewing machines.
11. New methods of joining garment details.
12. Machinery for leather production.
13. Equipment for pelt and fur industries.
14. Shoe machinery.
15. Electric drives and automation of processes.
16. Fulling and felting machinery.
17. Auxiliary equipment, parts and materials.
18. Measuring instruments.
19. Dyestuffs and chemicals.

'CHEMISTRY', September 10-24

The scope of this exhibition is very much wider than the title might suggest. The main sections are:

1. Scientific research.
2. Chemical and petro-chemical technology.
3. Machines, devices and equipment for chemical, petroleum, petro-chemical and gas industry.
4. The use of chemical materials in industry, construction and agriculture.
5. Chemistry in everyday life and people's holidays (sports, holidays, furniture).

Copies of the 'Conditions of Participation' (which give more detailed information) for both these exhibitions may be seen at Trade Promotions Branch, Board of Trade, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, or at any of the Board's Regional Offices.

Application forms for space in either of the British Pavilions may be obtained from Trade Promotions Branch, Board of Trade (Mr. J. R. Schaffer, Room 102, Tel. 01-248 5757, Ext. 7246). Completed application forms will be dealt with in the order in which they are received. The space available is expected to be very quickly booked, and it is advisable to make early applications, which in any case should arrive not later than September 12 for INLEGMASH and September 15 for CHEMISTRY.

German store promotion postponed

THE BRITISH promotion at Europa-Markt, Mannheim-Sandhofen, Federal Republic of Germany, which was to have been held from September 12-20, has been postponed until March 1970. The new dates will be given when they become available.

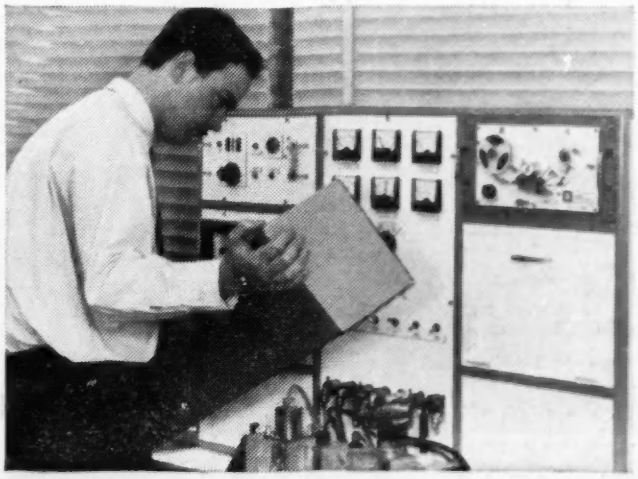
Inquiries should be made to Miss D. Wilmot, Trade Promotions Branch, Board of Trade, Tower Block, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7211).

Opportunities at Paris store's British promotion

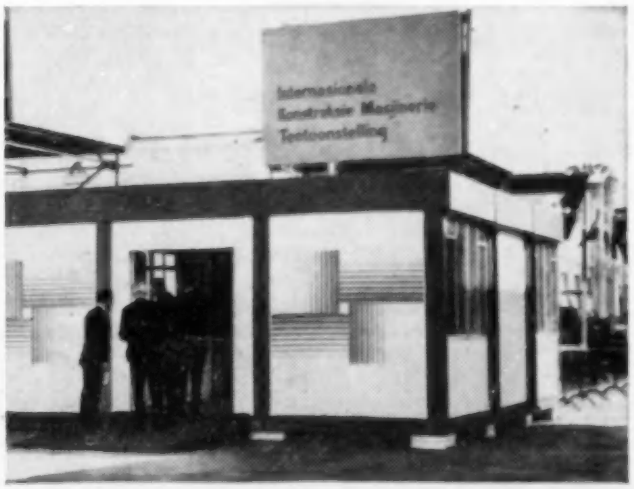
LA SAMARITAINE department store in Paris is to hold a British promotion in February/March 1970. Monsieur Pierre Guerin, the store's promotions director, visited this country during July to meet potential suppliers, particularly of those products readily identifiable to the buying public as being British made.

Monsieur Guerin would still be interested to hear from manufacturers who might wish to participate in this promotion, and he would be glad to receive illustrated literature and price lists as soon as possible. Those lines in which he is particularly interested include giftware; paperware (particularly picnicware and posters); men's, women's and children's clothing (particularly rainwear, knitwear, lambswool, cashmere, etc.); men's accessories such as ties and dressing gowns; and young fashion where, for the purposes of this promotion, the spring and summer 1970 ranges are of primary interest.

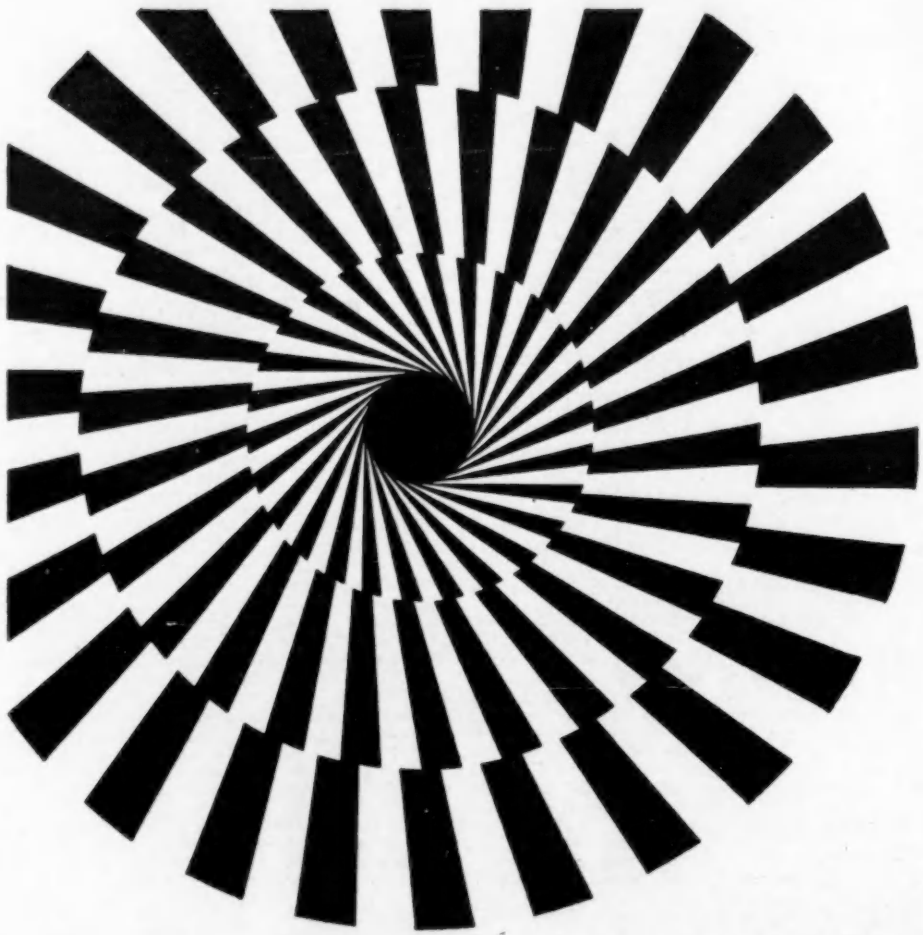
Interested manufacturers should contact Monsieur Guerin at La Samaritaine, 19 rue de la Monnaie, Paris 1, or Miss D. Wilmot, Trade Promotions Branch, Board of Trade, Room 105, Tower Block, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7211).



This land-based water quality station will be shown by Plessey Marine Systems Division at the International Sewage and Water Treatment Engineering Exhibition at Munich in September. Typical parameters measured with the equipment include dissolved oxygen, pH, temperature, conductivity and suspended solids. Water samples are drawn from the source being monitored and the timing of the sampling sequence set to suit the particular application.



Emphasizing the world-wide activities of the British-based Terrapin International Group is this Terrapin building which doubled as an exhibit and entrance foyer at the International Construction Machinery Exhibition held this month at Milner Park, Johannesburg. Delivered and erected in a single morning, the building was supplied by Terrapin's South African licencees, Insulation Equipments.



SEPTEMBER MEANS BARI
A FORTY-YEAR OLD FAIR

33RD LEVANT FAIR

THE MOST IMPORTANT BUSINESS
APPOINTMENT IN SOUTHERN ITALY
AND THE MEDITERRANEAN

BARI 10-23 SEPTEMBER 1969

Impressive display of British confectionery in Chicago

A report from the British Consulate-General, Chicago

CHICAGO WAS CHOSEN as the site for the 24th Annual Convention of the National Candy Wholesalers' Association held from July 26 to 30. The very experienced convention organizers laid on a complete programme which included social events and seminars on marketing and distribution of candy for the exhibitors and guests of the convention.

Altogether there were 158 exhibitors showing products from many countries, including the United Kingdom, Canada, Sweden, Finland, Holland, Ireland, Israel, Italy and Switzerland. Most imported confectionery products on display were British made while the other countries had small representative displays of their candy products. British participation was very impressive, and no matter where one looked, one saw British confectionery on show. This mass penetration of the convention was attained through several channels, primarily through the official British stand co-sponsored by the Board of Trade.

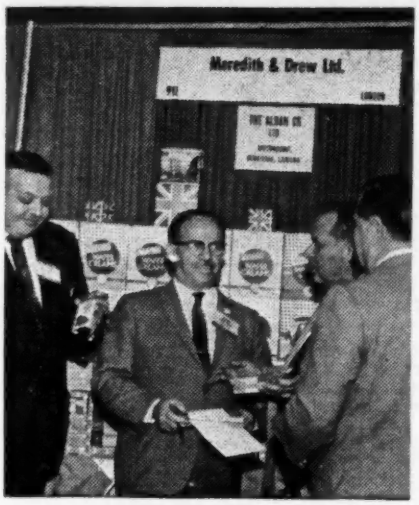
Firms participating on the British stand were: Stardust Confectionery Co. Ltd., Lyons Manufacturing and Trading Co. Ltd., Penguin Confectionery Co. Ltd., Matlow Bros. Ltd., Meredith & Drew, and O.P. Chocolates (through their Canadian distributor Alden & Co. Ltd. of Montreal). Cadbury-Fry had their own booth which displayed a great variety of their products, and in conjunction, Rowntree Candy and James Keiller & Sons Ltd. also achieved a large display of their products through their associated American companies. Many British confectionery products were to be found on various United States wholesalers' and distributors' booths.

The exhibition was limited to people in the field of confectionery and was not open to the general public. There were an estimated 5,800 visitors at the convention representing all phases of the business, such as distributors, wholesalers and importers.

Exhibitors and visitors alike emphasized the quality and importance of this particular trade show. The organizers claim it to be the world's largest candy show and their claim seems to be justified.

All British companies on the official stand made viable contacts during the course of the show. They commented that they never realized they would meet so many important people from all over the United States and, bearing in mind the vastness of this country, they stated that this was going to be a very time-saving venture on their part. The British manufacturers were greatly impressed at the amount of business acquired at the show and, more importantly, the contacts that they obtained for future business.

British exports of sugar confectionery to the United States have been increasing for many of the past years and 1968 will inevitably be a record year with shipments of over 18,000 tons. The marketing of British manufactured confectionery in the United States has now reached a point where it is not considered just a gourmet food store item. Distribution has branched out into new areas and now includes supermarkets, drugstores, small candy shops and, very lately, vending machines. Vending machines have developed into a major market for candy distribution in the United States. Several representatives of companies who attended the show asked British manufacturers if it would be possible for certain products of theirs to be packaged for the vending machine trade.



Mr. H. Costin (centre, wearing spectacles) representing The Aldan Co., Canadian distributors for Meredith and Drew Ltd., talking to visitors at the National Candy Wholesalers' Convention, Chicago.

The 1970 Western Convention will be held at the Sheraton-Palace Hotel, San Francisco, California, from February 28 to March 4. The next NCWA National Convention will be held at the Washington-Hilton Hotel, Washington, DC, August 1 to 4, 1970, and with the success of this year's convention British manufacturers should think seriously of participating next year. Information on the conventions for next year is obtainable from the headquarters of the National Candy Wholesalers Association Inc., 1343 L. Street NW, Washington, DC., U.S.A. 20005.

Mr. A. A. E. Franklin, HM Consul General, Los Angeles, samples some of the products on one of the six British firm's stands at the eleventh Pacific Fine Foods and Beverage Fair which took place in Los Angeles last month. The six firms taking part in a joint venture scheme with the Board of Trade were Cow and Gate Limited, Guildford; Elkes Biscuits Ltd., Slough; Elsenham Jam Co. Ltd., Stortford; Matlow Bros. Ltd., Stockport; Penguin Confectionery Co. Ltd., Carlisle; and Websters Gourmet Ltd., London. Seen with Mr. Franklin are (left to right) Mrs. Felman, Mr. Walter Felman, export manager, Penguin Confectionery; and Mr. Hugh de Vries, a Los Angeles food importer.

British carpet manufacturers' 1969 export drive

MEMBERS of the Federation of British Carpet Manufacturers' export group will show their ranges at five more trade promotions in three continents before the end of the year.

Glovex '69, Stockholm	September 4-7
British Week Tokyo	September 26-October 5
Meuropam and Pro-Meuropam, Lyons	October 4-7
British Week Vienna	October 10-18
National Interior Design Show, Toronto	November 3-5

The collective displays at the events in Stockholm, Lyons and Toronto are being organized in conjunction with the Board of Trade under the terms of its joint venture scheme.

This brings the total of export events organized by the British Carpets Export Promotion Council during 1969 to nine, including Paris, Toronto, Frankfurt and Cologne earlier this year.

The wide variety of patterned and plain Axminsters and Wiltons produced in Britain will again be predominant, and individual firms will display their tufted as well as the growing number of their other non-woven ranges.

Export sales of woven Axminster and Wilton carpets this year started strongly. Figures for the first quarter of 1969 were £4,230,000 compared with £3,160,000 for the same period in 1968. Tufted exports were £1,940,000 compared with £1,360,000 during the first quarter of 1968.

'Fine Foods from Britain' in New York

A report from the British Consulate-General, New York

EIGHT British manufacturers, sponsored by the British Food Export Council and the Board of Trade, took part in a joint venture at the National Fancy Food and Confection Show at the New York Coliseum from August 3-6; this was the fourth consecutive occasion on which the council sponsored a joint venture at the event.

British area

A 'Fine Foods from Britain' banner heralded the way to the 700 square foot British area at the exhibition. The largest of the national exhibits, the British area was made up of several individual booths for the BFEC group, together with an information stand. Included in the group were Brown & Polson Ltd., showing Frank Cooper's soups and preserves and Escoffier sauces; Keddie Ltd., displaying pickles, sauces and condiments; Marela Ltd., with pickles and piccalilli; Lyon Manufacturing & Trading Co. Ltd., with liqueur flavoured chocolates; John Mackintosh & Sons Ltd., offering the 'Quality Street' confectionery; Matlow Bros. Ltd. and Swizzels Ltd. showed candies, as also did Stardust Confectionery; Weetabix Ltd. promoted their breakfast cereal.

For the first time at this event, space was allocated in the British exhibit area to British products distributed by leading American importers. This helped heighten the impact of the British area and led to an increasing number of specific inquiries for sources of British food products. Samples of freshly baked steak and kidney pies by Tyne Brand, Caerphilly cheese and Cadbury and other candies helped to maintain interest.

14,000 trade visitors

The annual Fine Food and Confection Show is the most important of its kind in the United States. Most leading importers of specialty food exhibited and the show was attended by some 14,000 wholesalers, brokers and retailers, from as far afield as Canada, California and Central America. The greater part of the foods on show were imported, and British foods accounted for over 20 per cent of the latter. British foods were this year strongly represented on importers' stands, as well as in the British area. Although sales turnover in gourmet and specialty food outlets is small compared with the turnover of the supermarket chains, British penetration of the former is good. Interest in British foods at the show clearly indicated, however, that we could do even better.

The British stands were visited by Mr. A. G. Maitland, Director-General of Trade Development in New York, who discussed the venture with the British exhibitors. Most were of the opinion that participation had been well worthwhile both in terms of orders and new contacts for the future. Several participants referred to the excellent opportunity provided by the show to widen their knowledge of the United States market's requirements and of the competition from other imported and domestic specialty foods. Confidence in future prospects was widespread.

British electronic components at Hanover

THE FIRST meeting of the exhibitors on the British Electronic Centre (Great Britain) Ltd. stand being organized at the 1970 Hanover Fair (April 25-May 3) took place recently, when proposals and draft plans were discussed for the stand in the new hall under construction by the fair authorities. The centre has a large island site in the middle of this new hall which will be devoted entirely to electronic components.

The plans have yet to be settled in final detail and there is a limited amount of space still available for British component manufacturers on a first come, first served basis.

British electronic component firms wishing to take part in this group presentation should contact the Secretary, Mr. R. W. Hardisty, 31 Morden Road, Blackheath, London, S.E.3 (Tel. 01-852 3467).

There are a number of joint ventures at the Hanover Fair being sponsored by trade associations with the support of the Board of Trade. A list was included in the Programme of Trade Promotions in the August 13 issue of the *Board of Trade Journal*.

British engineering in the Far East

OVER 40 companies will be taking part in the British Engineering Weeks in Kuala Lumpur and Singapore in September. These events, organized by the London Chamber of Commerce as joint ventures with the Board of Trade and the BNEC Asia Committee, are the first of their kind to be held in the Far East.

At both events there will be a comprehensive programme of technical lectures by British consulting engineers and experts. The subjects have been selected for their particular relevance to the area. Supporting each symposium will be an exhibition of new equipment including demonstrations of new techniques.

The aim of the events is to bring together experts from both sides to further technical co-operation in Malaya, Singapore and in third markets, and they will be attended by engineers, officials, purchasing officers, businessmen and technicians, individually invited.

Similar events are planned in the Far East for Hong Kong and Bangkok, while other British Engineering Weeks will be organized during 1970 in Perth, Helsinki, Oslo, Budapest, Vienna and Prague.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Tehran to see United Kingdom domestic equipment

RADIATION INTERNATIONAL LTD. report that they will be the sole exhibitor of British domestic appliances in the 2nd Asian International Trade Fair being held in Tehran from October 5 to 24, where they will display gas and electric domestic equipment to visitors from all over Asia.

A selection of Ascot gas water heaters will provide support to the Iran company, Sherkate Sahamie Universal of Tehran, who have just started local manufacture of this company's water heaters. The display of electrical appliances will include the new Parnall Model TD 67 tumbler clothes dryer, on show in Iran for the first time.

The British Pavilion at this major international event is being organized by the Board of Trade. Together with an outdoor exhibition site the British display will occupy a total area of 75,000 square feet.

Commercial vehicles at Leipzig

THE MAIN theme of the British Leyland Truck and Bus Division display at this year's Leipzig International Trade Fair (August 30 to September 8) is 'power for European road haulage' and emphasizes the modern requirement of powerful engines capable of hauling heavy loads at high speeds for long periods. The display is not only geared to the wider international requirement but also to suit local conditions. The two main exhibits are a V8-801 engined Mammoth Major 6 tractor and a Super Reiver 20 six-wheel rigid fitted with a bulk body.

British Leyland has been very successful in East Germany over recent years, having supplied over 160 rigid six-wheelers with bulk bodies and also a very large fleet of sleeper cab Beaver tractors for operation with refrigerated semi-trailers.

Electronic instruments for Stockholm

G. AND E. BRADLEY LTD., a member of the Lucas Group, will exhibit a range of precision electronic instruments at the Stockholm Technical Fair (October 1 to 7), including the new 158 oscilloscope sampling adaptor, shown for the first time outside Britain. This enables waveforms at frequencies up to 1,000 MHz to be examined on any general purpose oscilloscope. It eliminates the necessity for costly special purpose instruments for use at very high frequencies.

G. & E. Bradley Ltd. is one of the large group of firms taking part in a collective display being organized by the Board of Trade under its joint venture terms in conjunction with the London Chamber of Commerce. A second group of exhibitors sponsored by the Building Materials Export Group with the support of the Board of Trade will also be showing their goods in a joint venture display at this fair.

New oxy-cutting machine at Essen

HANCOCK AND CO. (ENGINEERS) LIMITED of Slough, Bucks., will be exhibiting their new Han-co-ordinate oxy-cutting machine at the Welding and Cutting Fair in Essen, Federal Republic of Germany, from September 20-28. The firm is taking part with a number of other companies in a joint venture group display which is being sponsored by the British Electrical and Allied Manufacturers Association with Board of Trade support. The new machine is the culmination of three years' research and development by Hancock engineers.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Double taxation relief

Denmark

THE BOARD of Inland Revenue announce that the Supplementary Protocol to the United Kingdom – Denmark Double Taxation Convention has been published as the Schedule to an Order in Council numbered SI 1969 No. 1068.

Jamaica

An Order in Council relating to the Double Taxation Agreement with Jamaica, amending the Agreement signed in 1965, has been published as SI 1969 No. 1069.

Republic of Burundi and Zambia

THE *Bulletin Officiel* of Burundi for April 1 published approval of the trade agreement between Burundi and Zambia signed at Bujumbura on November 14, 1968. The treaty is valid for one year, renewable from year to year by tacit agreement. Each nation will grant the other most favoured nation treatment.

Among the products, mainly manufactured articles, to be exported from Zambia to Burundi, are: galvanized steel plate, textiles, knitwear and made-up clothing, fishing-nets, furniture, radios and electrical equipment, car-batteries, paper products, pharmaceuticals and feeding-stuffs for cattle.

Articles to be exported by Burundi are mainly natural products, and include: animals on the hoof and carcase-meat, cottonseed oil and cattle-cake, chinchona bark, pyrethrum flowers, hides, fish, manioc, sorgho and maize, sewing-machines and spare parts, soap, plastic footwear and gardening implements, coffee, tea, fruits, vegetables and beverages.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Ethiopia and India

THE *Ethiopian Herald* recently announced the signing of an agreement on technical, economic and scientific co-operation between Ethiopia and India.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358), quoting reference CRE 2842/G.

France and the Irish Republic

THE FRENCH *Moniteur du Commerce International* of July 31 announced that the trade agreement of November 10, 1959 between France and the Irish Republic has been extended for the calendar year of 1969 and gave details and amounts of the quotas to be imported into France, her Overseas Departments and the Central African Republic, Dahomey and Gabon.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

France and Mauritius

THE FRENCH *Moniteur du Commerce International* of July 31 announced that a trade agreement for the year 1969 was signed in Paris on May 19 and published details of the quotas and amounts to be imported into France and to Reunion from Mauritius for that period.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288) where the full French text may be seen.

Hungary and Finland

A TRADE PROTOCOL was recently signed in Budapest which will regulate trade between Hungary and Finland from July 1, 1969 to June 30, 1970. The protocol falls within the framework of the long-term trade agreement already established between the two countries.

The protocol provides for a further increase of trade during this period. Hungary will export rolled articles, aluminium hydroxide, light machine products, agricultural and food industry products. In exchange Finland will supply cellulose, paper industry products and machines.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467).

Hungary and Iran

A TRADE and Payments Agreement between Hungary and Iran was signed in Budapest on May 21, 1969, which provides for a considerable increase in trade between the two countries during the period 1969 to 1974.

Under the Agreement Hungary will export machines, equipments, agricultural machinery, electrical and electronic instruments, industrial semi-finished and finished goods. In exchange, Iran will send motor cars, cotton, undefined finished industrial goods, dried fruit, hides and other light industrial products.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Hungary and Pakistan

A TRADE AGREEMENT was signed in Budapest on May 10, 1969, which will facilitate trade between Hungary and Pakistan for the next two years.

The Agreement provides for an increase in trade of 17 per cent over the 1968 figures, which will mean an exchange of goods valued at 35 million rupees for each country. The official rate of exchange in Pakistan is rupees 11.42 to £ sterling.

Under the Agreement Hungary will supply plant protectors and other chemicals, primary products for the pharmaceutical industry, railway rolling stock parts, electrical appliances, hand tools, instruments for scientific research, medical appliances and hospital equipment. In return Pakistan will send Hungary jute, cotton, various animal products, hides and leather.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Soviet car-plant at Togliattigrad

A NUMBER of United Kingdom firms are involved on contracts for supplying and installing equipment at the new Soviet car-plant which is being built at Togliattigrad. Since in many cases United Kingdom technicians will be living there for varying periods of time, the Commercial Department of the British Embassy in Moscow would find it very useful to have an idea of the overall United Kingdom commitment in this respect. It would accordingly be grateful if firms could let it have details, even if only of an approximate nature at this stage, of the personnel whom they may be sending, together with an indication of the probable dates of their arrival and the length of their stay. If families are also being sent out, this should be stated. Information on this subject should be sent to the Commercial Counsellor, British Embassy, Moscow. The Board of Trade would be pleased to forward correspondence to the Embassy and letters should be addressed c/o Commercial Relations and Exports Department, Board of Trade, Room 323, 1 Victoria Street, London, S.W.1.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 159/69

AGUA Y ENERGIA EMPRESA DEL ESTADO:
Construction and Conversion of Power Lines. September 16. E.S.B. 34537/69/J.

AUSTRALIA

Bulletin 158/69

POSTMASTER-GENERAL'S DEPARTMENT:
*13s. **Announcing Machines.** (Further Information.) E.S.B. 33334/69/J.

Bulletin 159/69

BRISBANE CITY COUNCIL:
*15s. **Aluminium Conductor Underground Cable.** September 10. E.S.B. 34249/69/J.

HYDRO-ELECTRIC COMMISSION OF TASMANIA:
*2s. **Transformers.** September 8. E.S.B. 34078/69/J.
*3s. **Transformers.** September 15. E.S.B. 34079/69/J.

AUSTRALIAN NATIONAL UNIVERSITY:
Construction of Laboratory and Additions. September 9. E.S.B. 34262/69/J.

Bulletin 161/69

SNOWY MOUNTAINS HYDRO-ELECTRIC AUTHORITY:
*29s. **Electrical Protective Relays.** September 10. E.S.B. 35019/69/J.

Bulletin 162/69

BRISBANE CITY COUNCIL:
*25s. **Water Treatment Equipment.** September 19. E.S.B. 35041/69/J.

STATE HOUSING COMMISSION OF WESTERN AUSTRALIA:
Houses. September 8. E.S.B. 35087/69/J.

STATE STORES BOARD (QUEENSLAND):
*4s. **Modular Digital Data Logging and Recording System.** September 19. E.S.B. 35043/69/J.

COMMISSIONER FOR RAILWAYS:
Coal Hopper Wagons. (Pre-qualification.) September 15. E.S.B. 35361/69/J.

BELGIUM

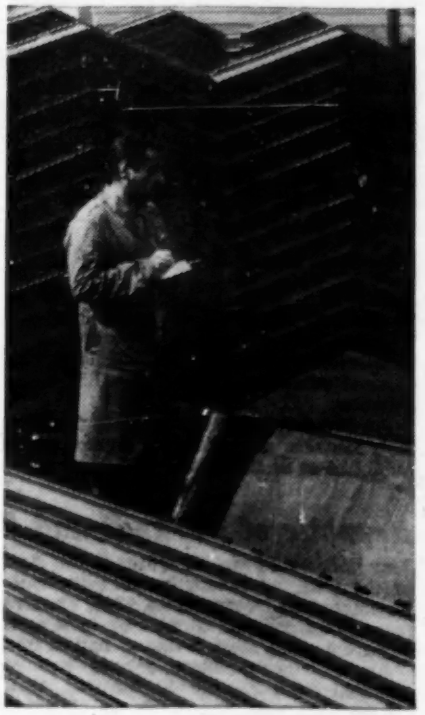
Bulletin 161/69

SHAPE:
Morse/Voice Training Set. October 6. E.S.B. 35066/69/J.

BRAZIL

Bulletin 159/69

CAMPANHIA AUXILIAR DE EMPRESAS ELECTRIAS BRASILEIRAS:
***Power Plant Equipment.** September 15. E.S.B. 34248/69/J.



Part of a consignment of 2,120 troughs being checked at the Wolverhampton company of John Thompson before despatch to Thailand. The troughs will form part of a £5 million refuse disposal plant being constructed by the company.

BURMA

Bulletin 158/69

PUBLIC WORKS CORPORATION:
*2s. **Batteries.** September 10. E.S.B. 34203/69/J.

PEOPLES OIL INDUSTRY:
*28s. **Chemicals.** October 1. E.S.B. 34202/69/J.

MYANMA EXPORT IMPORT CORPORATION:
*12s. **Tyres and Tubes.** September 10. E.S.B. 34204/69/J.
*9s. **Steel; Rivets; Bicycle Parts; Wire.** September 15. E.S.B. 34205/69/J.
*3s. **Pig Iron; Gun Metal.** September 15. E.S.B. 34206/69/J.
*7s. **Bulldozer.** September 18. E.S.B. 34207/69/J.

Bulletin 160/69

MYANMA EXPORT IMPORT CORPORATION:
*3s. **Lighting Wire.** September 8. E.S.B. 34580/69/J.
*4s. **Vehicle Spare Parts.** September 8. E.S.B. 34568/69/J.
*4s. **Switches.** September 8. E.S.B. 34569/69/J.
*4s. **Vehicle Spare Parts.** September 8. E.S.B. 35330/69/J.
*4s. **Vehicle Spare Parts.** September 8. E.S.B. 35331/69/J.
*3s. **Ignition Cable.** September 8. E.S.B. 35332/69/J.
*3s. **Jointing Fluid.** September 10. E.S.B. 35342/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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*3s. Wire. September 10. E.S.B. 35343/69/J.
*3s. Asbestos Fibre Joinings. September 10. E.S.B. 35344/69/J.
*5s. Belt Fans. September 10. E.S.B. 35333/69/J.
*3s. Glass. September 10. E.S.B. 35334/69/J.
*7s. Vehicle Spare Parts. September 8. E.S.B. 35336/69/J.
*4s. Headlamp Bulbs. September 8. E.S.B. 35338/69/J.
*4s. Voltage Regulators. September 8. E.S.B. 35339/69/J.
*3s. Copper Tubing. September 8. E.S.B. 35340/69/J.
*3s. Diaphragm Sheet. September 10. E.S.B. 35345/69/J.
*3s. Chisels. September 10. E.S.B. 35350/69/J.
*2s. Cycle Spokes. September 8. E.S.B. 35354/69/J.
*2s. Cork. September 8. E.S.B. 35355/69/J.
*6s. Vehicle Spare Parts. September 8. E.S.B. 35337/69/J.
*3s. Hammers. September 12. E.S.B. 35347/69/J.
*3s. Hand Planes. September 12. E.S.B. 35348/69/J.
*3s. Auger Bits. September 10. E.S.B. 35349/69/J.
*3s. Cobalt Compounds. September 10. E.S.B. 35352/69/J.
*2s. Draught Excluder. September 8. E.S.B. 35353/69/J.
*3s. Steel Bars. September 8. E.S.B. 35356/69/J.
*2s. Paints. September 10. E.S.B. 35380/69/J.
*3s. Chemicals. September 8. E.S.B. 35381/69/J.
*3s. Dyestuffs. September 8. E.S.B. 35384/69/J.
*3s. Dyestuffs. September 8. E.S.B. 35386/69/J.
*3s. Dyestuffs. September 10. E.S.B. 35387/69/J.

CAMEROON

Bulletin 158/69
TRANS-CAMEROONIAN RAILWAYS:
Permanent Way Feasibility Study. October 27. E.S.B. 34089/69/J.
Construction of Metal Warehouses. October 24. E.S.B. 34090/69/J.

CANADA

Bulletin 162/69
MANITOBA HYDRO:
Transformers. September 24. E.S.B. 35085/69/J.

CEYLON

Bulletin 160/69
DEPARTMENT OF RURAL AND SMALL INDUSTRIES:
*Textile Dyes, Chemicals. (Further Information.) Closing date postponed to September 14. E.S.B. 27797/69/J.

Bulletin 161/69
MILK BOARD:
*Glass Bottles. September 6. E.S.B. 35063/69/J.
GOVERNMENT STORES DEPARTMENT:
*4s. Carbon Paper. September 9. E.S.B. 35062/69/J.

Bulletin 162/69
*4s. Socks and Stockings. September 16. E.S.B. 35060/69/J.
DEPARTMENT OF GOVERNMENT ELECTRICAL UNDERTAKINGS:
*6s. Lift. September 19. E.S.B. 35064/69/J.
ASSOCIATED MOTORWAYS LTD.:
*5s. Tyre and Tube Materials, Copper Wire. October 11. E.S.B. 34789/69/J.

CHILE

Bulletin 161/69
EMPRESA NACIONAL DE ELECTRICIDAD:
*28s. (In Spanish.) Drilling Machines. September 11. E.S.B. 35061/69/J.

Bulletin 162/69
*Electrical Engineering Project. (Further Information.) E.S.B. 33741/69/J.
*87s. Switchgear Assemblies. October 21. E.S.B. 35044/69/J.
FERROCARRILES DEL ESTARDO:
*35s. (In Spanish.) Permanent Way Equipment. September 24. E.S.B. 34790/69/J.

COLOMBIA

Bulletin 160/69
EMPRESA NACIONAL DE TELECOMMUNICACIONES:
Telephone Cable and Sleeves. October 8. E.S.B. 34736/69/J.
INSTITUTO DE MERCADERO AGROPECUARIO, IDEMA:
Construction of Civil Works in Silo Plant. September 15. E.S.B. 34763/69/J.
EMPRESA PUERTOS DE COLOMBIA:
Nails. September 19. E.S.B. 34747/69/J.

Bulletin 161/69
CAJA DE CREDITO AGRARIO:
*2s. (In Spanish.) Pumps. (Further Information.) E.S.B. 33213/69/J.
*2s. (In Spanish.) Lead Arsenite. (Further Information.) E.S.B. 33214/69/J.

COSTA RICA

Bulletin 159/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (In Spanish.) Electric Meters. September 25. E.S.B. 34525/69/J.
*1s. (In Spanish.) Concrete Mixers. September 30. E.S.B. 34530/69/J.
*2s. (In Spanish.) Transformers. September 29. E.S.B. 34531/69/J.
*1s. (In Spanish.) Cooling Units. September 29. E.S.B. 34532/69/J.
*1s. (In Spanish.) Transformers. September 20. E.S.B. 34529/69/J.

Bulletin 160/69
DIRECCION GENERAL DE ASISTENCIA:
Pharmaceuticals. September 30. E.S.B. 34740/69/J.

CYPRUS

Bulletin 162/69
CYPRUS TELECOMMUNICATIONS AUTHORITY:
*56s. Telegraph Equipment. October 31. E.S.B. 35065/69/J.

ETHIOPIA

Bulletin 161/69
ETHIOPIAN ELECTRIC LIGHT AND POWER AUTHORITY:
*Overhead Transmission Lines. September 15. E.S.B. 34788/69/J.

GREECE

Bulletin 159/69
MINISTRY OF TRADE:
*7s. Sub-Station. September 15. E.S.B. 34084/69/J.
*9s. Printing Machine; Box Making Machinery. September 8. E.S.B. 34085/69/J.
*4s. Osteosynthesis Plates. September 15. E.S.B. 34086/69/J.
*3s. Power Converter. September 12. E.S.B. 34088/69/J.
PUBLIC POWER CORPORATION:
Metal Coated Boards, Prefabricated Cells. September 25. E.S.B. 34272/69/J.
Disconnectors, Switches. September 16. E.S.B. 34274/69/J.

Bulletin 161/69
MINISTRY OF TRADE:
*50s. Tyres and Tubes. September 8. E.S.B. 35040/69/J.
*8s. Laboratory Equipment. September 19. E.S.B. 35038/69/J.
*6s. Meteorological Equipment. September 19. E.S.B. 35039/69/J.

Bulletin 162/69
*5s. Syringes. September 17. E.S.B. 35077/69/J.
*5s. Photographic Equipment and Materials. September 15. E.S.B. 35048/69/J.
*7s. Vehicles. September 15. E.S.B. 35049/69/J.
*7s. Cinematograph Film. September 19. E.S.B. 35072/69/J.
*7s. Laboratory Equipment. September 22. E.S.B. 35073/69/J.
*5s. Photographic Materials. September 19. E.S.B. 35074/69/J.
*4s. Laboratory Equipment and Glassware. September 22. E.S.B. 35075/69/J.
*3s. Addressing Machine. September 15. E.S.B. 35076/69/J.
*5s. Catgut, Sutures. September 24. E.S.B. 35050/69/J.
MINISTRY OF DEFENCE:
*Teletype Equipment. September 12. E.S.B. 35047/69/J
PUBLIC POWER CORPORATION:
Iron Plates. September 8. E.S.B. 35069/69/J.
Measuring Instruments. September 12. E.S.B. 35067/69/J.
Insulating Material. September 16. E.S.B. 35068/69/J.

INDIA

Bulletin 159/69
BEAS PURCHASE ORGANIZATION:
Electromagnetic Pulley. November 6. E.S.B. 34503/69/J.
RAILWAY BOARD:
Train Wheels. September 15. E.S.B. 34268/69/J.

Bulletin 160/69
ASSAM STATE ELECTRICITY BOARD:
*26s. Carrier Communication Equipment. (Further Information.) E.S.B. 33268/69/J.
BEAS PURCHASE ORGANIZATION:
Steel Plates. October 3. E.S.B. 34538/69/J.
HINDUSTAN SHIPYARD LTD.:
Welding Equipment. October 6. E.S.B. 34707/69/J.
Ventilation Equipment. October 8. E.S.B. 34713/69/J.

Bulletin 162/69
MINING AND ALLIED MACHINERY CORPORATION:
Workshop Equipment. September 15. E.S.B. 35365/69/J.

IRAN

Bulletin 160/69
IRANIAN STATE RAILWAYS:
*9s. Spring Washers. October 19. E.S.B. 34718/69/J.
Waggonettes. (Further Information.) Closing date postponed to September 27. E.S.B. 26145/69/J.

IRAQ

Bulletin 158/69
MINISTRY OF DEFENCE:
*2s. Blankets. September 18. E.S.B. 34232/69/J.
MINISTRY OF FINANCE:
*5s. Electric Lamps. September 9. E.S.B. 34227/69/J.
STATE ORGANIZATION OF INDUSTRY:
Tobacco. September 21. E.S.B. 34228/69/J.
ADMINISTRATION OF OIL PRODUCTS:
*6s. Water Foam Monitors. September 16. E.S.B. 34223/69/J.

Bulletin 159/69
STATE ORGANIZATION OF INDUSTRY:
*2s. Cardboard Stiffener. September 14. E.S.B. 34518/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*13s. Meters. September 27. E.S.B. 34517/69/J.

Bulletin 160/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Supply Scheme. (Further Information.) Closing date postponed to November 8. E.S.B. 27103/69/J.
COTTON SEED PRODUCTS CO.:
*4s. Processing Plant Extension Works. (Further Information.) E.S.B. 33634/69/J.
POSTS, TELEGRAPHS AND TELEPHONES ADMINISTRATION:
*7s. Telephone Equipment. (Further Information.) E.S.B. 33237/69/J.
STATE ORGANIZATION OF INDUSTRY:
*4s. Tobacco. (Further Information.) E.S.B. 34228/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Meters. September 27. E.S.B. 34701/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Project. September 16. E.S.B. 34771/69/J.
Water Supply Scheme. October 7. E.S.B. 34772/69/J.
Water Supply Scheme. December 27. E.S.B. 34706/69/J.
MINISTRY OF DEFENCE:
*3s. Hairdressing Equipment. September 18. E.S.B. 34710/69/J.
*7s. Transceiver and Amplifier Spare Parts. September 18. E.S.B. 34712/69/J.

Bulletin 161/69
MINISTRY OF OIL AND MINERALS:
Valves. September 13. E.S.B. 34773/69/J.
Pipes and Fittings. September 13. E.S.B. 34776/69/J.
Flanges. September 13. E.S.B. 34777/69/J.
MOSUL CEMENT COMPANY:
Copper Wire. September 30. E.S.B. 35002/69/J.
Electrical Materials. September 30. E.S.B. 35003/69/J.
Battery Chargers. September 30. E.S.B. 35004/69/J.
Electrical Heating Press Plate. September 30. E.S.B. 35006/69/J.
STATE ORGANIZATION OF INDUSTRY:
Paper. September 25. E.S.B. 34774/69/J.
MOSUL CEMENT COMPANY:
Filter Bags. September 30. E.S.B. 35001/69/J.
Welding Electrodes. September 30. E.S.B. 35005/69/J.
IRAQI TOBACCO CO.:
Inks. September 15. E.S.B. 35059/69/J.

IRISH REPUBLIC

Bulletin 160/69
KILDARE COUNTY COUNCIL:
Construction of Swimming Pool and Building. (Further Information.) Closing date postponed to September 18. E.S.B. 28814/69/J.

Bulletin 161/69
TIPPERARY (NORTH RIDING) COUNTY COUNCIL:
Fire Fighting Equipment. September 19. E.S.B. 34719/69/J.

JORDAN

Bulletin 159/69
JORDAN PETROLEUM REFINERY CO. LTD.:
*2s. Steel Pipe. September 13. E.S.B. 34535/69/J.

Bulletin 161/69
ZERKA MUNICIPALITY:
Consultancy Services (Sewage Project). (Further Information.) Closing date postponed to September 29. E.S.B. 21590/69/J.

KENYA

Bulletin 160/69
EAST AFRICAN RAILWAYS:
Electrical Equipment and Materials; Battery. September 10. E.S.B. 34769/69/J.
Bogie Wagons. September 9. E.S.B. 34770/69/J.

KOREA

Bulletin 161/69
OFFICE OF SUPPLY:
*29s. Cast Iron Pipes, Valves. September 10. E.S.B. 35026/69/J.

LIBYA

Bulletin 160/69
MINISTRY OF FINANCE:
Medical Equipment. (Further Information.) E.S.B. 32961/69/J.

Bulletin 161/69
CENTRAL TENDER BOARD OF THE UNIVERSITY OF LIBYA:
Construction of College. November 1. E.S.B. 34782/69/J.

MALAYSIA

Bulletin 158/69
NATIONAL ELECTRICITY BOARD:
*13s. Reach-Fork Truck. September 15. E.S.B. 34045/69/J.

Bulletin 159/69
SARAWAK ELECTRICITY SUPPLY CORPORATION:
Civil Engineering Works. September 8. E.S.B. 34534/69/J.

MALTA

Bulletin 159/69
TREASURY:
*9s. Calculating Machine. September 18. E.S.B. 34257/69/J.
*6s. Milk Separator. September 18. E.S.B. 34258/69/J.

MOROCCO

Bulletin 158/69
MINISTRY OF PUBLIC WORKS:
*1s. (In French.) (Pre-qualification.) September 30. E.S.B. 34077/69/J.

NEW ZEALAND

Bulletin 158/69
NEW ZEALAND FOREST SERVICE:
*3s. Saw Teeth. September 10. E.S.B. 34218/69/J.
*4s. Grinding Wheels. September 10. E.S.B. 34219/69/J.
*3s. Chart Recorder. September 14. E.S.B. 34220/69/J.
POST OFFICE HEADQUARTERS:
*4s. Power Supply Units. September 11. E.S.B. 34216/69/J.
*3s. Valves, Rectifiers. September 16. E.S.B. 34233/69/J.

Bulletin 159/69
*43s. Telephone Cord and Cordage. September 10. E.S.B. 34259/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 161/69
*3s. Toggle Bolts. September 17. E.S.B. 35032/69/J.
*22s. Alternator Sets. September 18. E.S.B. 35033/69/J.

Bulletin 162/69
*17s. Protector and Fuse. September 17. E.S.B. 35034/69/J.

NIGERIA

Bulletin 159/69
MINISTRY OF FINANCE, NORTH CENTRAL STATE:
Superphosphate. Closing date not stated. E.S.B. 34076/69/J.
ELECTRICITY CORPORATION OF NIGERIA:
Long Range Meters. September 18, E.S.B. 34540/69.

PAKISTAN

Bulletin 159/69
SUI NORTHER GAS PIPELINES LTD.:
Steel Pipe Line. (Further Information.) Closing date postponed to September 13. E.S.B. 33787/69/J.

Bulletin 160/69
*8s. Pipe Line. (Further Information.) Closing date postponed to September 12. E.S.B. 33290/69/J.
WEST PAKISTAN RAILWAY BOARD:
Jacks; Weighbridge. October 7. E.S.B. 34734/69/J.

PAPUA AND NEW GUINEA

Bulletin 158/69
COMMITTEE FOR CAPITAL WORKS AND MAINTENANCE:
Construction of Harbour Facilities. (Further Information.) Closing date further extended to September 2. E.S.B. 32454/69/J.

PORTUGAL

Bulletin 160/69
LISBON PORT ADMINISTRATION:
*45s. (In Portuguese.) Fire Pre-detection Installation. (Further Information.) Closing date postponed to September 18.E.S.B. 32106/69/J.

SINGAPORE, REPUBLIC OF
PUBLIC WORKS DEPARTMENT:
*78s. Pumps and Pumping Equipment, Crane. (Further Information.) E.S.B. 26138/69/J.

Bulletin 160/69
CENTRAL SUPPLIES OFFICE:
*23s. Science and Laboratory Equipment. September 10. E.S.B. 34879/69/J.

SOUTH AFRICA

Bulletin 160/69
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CO.:
*Hot Leveller and Tables for Steel Works Plant. October 3. E.S.B. 34557/69/J.
TENDER BOARD, SOUTH WEST AFRICAN ADMINISTRATION:
*13s. Caravans. September 9. E.S.B. 34753/69/J.

SPAIN

Bulletin 159/69
JUNTA DEL PUERTO DE BARCELONA:
Crane. September 22. E.S.B. 34085/69/J.
DIRECCION GENERAL DE CORREOS Y TELECOMUNICACION:
Telegraph, Telephone Equipment. September 24. E.S.B. 34300/69/J.
Telegraph Equipment. September 22. E.S.B. 34298/69/J.
Telegraph, Telephone Equipment. September 26. E.S.B. 34299/69/J.
Radio Electrical Units. October 6. E.S.B. 34297/69/J.
Radio Electrical Equipment. October 2. E.S.B. 34287/69/J.

Bulletin 161/69
MINISTEIRO DEL AIRE:
Substations. September 24. E.S.B. 34784/69/J.
Refrigerating Units. September 23. E.S.B. 34785/69/J.

TAIWAN

Bulletin 158/69
CENTRAL TRUST OF CHINA:
*6s. Heat Exchangers. September 30. E.S.B. 33752/69/J.
*3s. Electronic Calculators. September 8. E.S.B. 34069/69/J.
*Dating Machines. September 9. E.S.B. 34070/69/J.
*5s. Cigarette Paper. October 3. E.S.B. 34071/69/J.
*3s. Telephone Line Equipment. September 12. E.S.B. 34067/69/J.
*5s. Tractor-Truck with Trailer. September 25. E.S.B. 34066/69/J.
*3s. Surveying Equipment. September 20. E.S.B. 34419/69/J.
*5s. Hydrant Refuelling System. September 27. E.S.B. 33750/69/J.
*6s. Cellulose Acetate Tow. September 27. E.S.B. 33751/69/J.
*Imitation Cork Tipping Paper. September 30. E.S.B. 33753/69/J.

Bulletin 159/69
*12s. Switchgear. September 13. E.S.B. 34068/69/J.

Bulletin 161/69
*3s. Rubber Insulator Hoods. September 13. E.S.B. 34779/69/J.
*3s. Welding Rods. September 16. E.S.B. 35012/69/J.
*2s. Zinc Dust. September 13. E.S.B. 35014/69/J.
*5s. Fork Lift Trucks. October 6. E.S.B. 35017/69/J.
*7s. Crane. October 7. E.S.B. 35007/69/J.
*3s. Electroscope. September 13. E.S.B. 35011/69/J.
*4s. Fork Lift Trucks. October 6. E.S.B. 35016/69/J.

Bulletin 162/69
*5s. Engine Spare Parts. September 12. E.S.B. 35015/69/J.

TANZANIA

Bulletin 161/69
CENTRAL TENDER BOARD:
*2s. Typewriters. September 28. E.S.B. 34781/69/J.

THAILAND

Bulletin 158/69
METROPOLITAN ELECTRICITY AUTHORITY:
*16s. Load Break Switches. October 3. E.S.B. 34038/69/J.
DEPARTMENT OF PUBLIC AND MUNICIPAL WORKS:
Consultancy Services – Bridge Construction. September 15. E.S.B. 34043/69/J.

Bulletin 160/69
ELECTRICITY GENERATING AUTHORITY OF THAILAND:
Hydro-Electric Project. Closing dates September 10 and October 10. E.S.B. 34522/69/J.

Bulletin 161/69
PROVINCIAL ELECTRICITY AUTHORITY:
Electrical Tools and Equipment. September 15. E.S.B. 34791/69/J.
STATE RAILWAY OF THAILAND:
White Powder. September 8. E.S.B. 34798/69/J.
Steel Drums. September 8. E.S.B. 34800/69/J.

TUNISIA

Bulletin 158/69
PHARMACIE CENTRALE DE TUNISIE:
*13s. (In French.) Wrapping and Packaging Materials. September 30. E.S.B. 34041/69/J.
*13s. Chemicals and Pharmaceuticals. September 30. E.S.B. 34042/69/J.

TURKEY

Bulletin 160/69
STATE HIGHWAYS DEPARTMENT:
*13s. Vehicle Spare Parts. September 8. E.S.B. 34545/69/J.
THE BANK OF PROVINCES:
*37s. Transformers. September 15. E.S.B. 34542/69/J.
LAND FORCES COMMAND:
*24s. Rubber Manufacturing Materials. September 15. E.S.B. 34541/69/J.

Bulletin 161/69
HAVA KUVVETLERI KOMUTANLIGI:
*5s. Lathe. September 15. E.S.B. 34756/69/J.
MILLI EGITIM BAKANLIGI:
*22s. Photographic Supplies. September 16. E.S.B. 34544/69/J.
MECHANICAL AND CHEMICAL INDUSTRIES:
*6s. Ferro Manganese. September 23. E.S.B. 35008/69/J.
*6s. Unwrought Nickel. September 17. E.S.B. 34546/69/J.
*6s. Abrasives. September 8. E.S.B. 35022/69/J.
Refractory Mortars. September 9. E.S.B. 35023/69/J.

Bulletin 162/69
FORESTRY DEPARTMENT:
*23s. Sawmill. October 14. E.S.B. 34543/69/J.

UGANDA

Bulletin 160/69
CENTRAL TENDER BOARD:
*School Equipment and Furniture. September 15. E.S.B. 34755/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 159/69
EGYPTIAN RAILWAYS:
Tyres. September 29. E.S.B. 34513/69/J.

URUGUAY

Bulletin 160/69
ANCAP:
Tape. September 16. E.S.B. 34563/69/J.
Cable and Accessories. October 30. E.S.B. 34748/69/J.
Brake Fluid. September 25. E.S.B. 34751/69/J.
UTE (STATE ELECTRICITY AND TELEPHONES BOARD):
*8s. (In Spanish.) Electronic Valves. 1st call, September 3; 2nd call, September 10. E.S.B. 34761/69/J.
*17s. (In Spanish.) Copper Discs. (Further Information.) E.S.B. 33564/69/J.
*18s. (In Spanish.) Tools and Accessories. 1st call, September 10; 2nd call, September 17. E.S.B. 34762/69/J.
*21s. (In Spanish.) Telephone Equipment. 1st call, September 11; 2nd call, September 18. E.S.B. 34792/69/J.
MINISTRY OF LIVESTOCK AND AGRICULTURE:
*6s. (In Spanish.) Seeds. (Further Information.) E.S.B. 33567/69/J.

Bulletin 161/69
STATE DAIRY CORPORATION:
Air Screen Production Equipment. September 16. E.S.B. 34561/69/J.
STATE RAILWAYS (AFE):
Electrolyte. October 10. E.S.B. 34562/69/J.
OSE (STATE WATER WORKS):
Water Supply Scheme. September 23. E.S.B. 34759/69/J.

VIETNAM

Bulletin 159/69
INDUSTRIAL DEVELOPMENT CENTER:
*31s. Nylon Yarn Manufacturing Machinery and Equipment. (Further Information.) E.S.B. 33400/69/J.
*13s. Steel Rolling Mill Machinery and Equipment. (Further Information.) E.S.B. 33399/69/J.

Bulletin 162/69
INDUSTRIAL DEVELOPMENT CENTER:
*13s. Plastic Products Manufacturing Plant. September 30. E.S.B. 35078/69/J.
*11s. Plastic Products Manufacturing Plant. September 15. E.S.B. 35079/69/J.
*12s. Textile Machinery. September 15. E.S.B. 35080/69/J.
*19s. Printing Machinery; Photographic Equipment; October 15. E.S.B. 35082/69/J.

YUGOSLAVIA

Bulletin 159/69
AUTO KULA ZASTAVA:
*2s. Cranes; Garage Equipment. October 3 .E.S.B. 34250/69/J.
SUMSKO INDUSTRIJSKO PREDUZECE UKLJUCU:
*1s. Veneer Production Machinery. October 3. E.S.B. 34251/69/J.
METALKA, LJUBJANA:
*1s. Plastic Spraying and Galvanizing Machines. October 1. E.S.B. 34252/69/J.
TOVARNA LESOVINSKIH PLOSE LESONIT:
*1s. Varnishing Equipment; Printing Equipment; Conveyors; Electrical Equipment. October 17. E.S.B. 34253/69/J.
METALKA, UVOZNO IZVOZNO PODJ:
*1s. Warehouse Equipment. October 15. E.S.B. 34254/69/J.
INDUSTRIJSKI KOMBINAT PLANIKA, KRANJ:
*1s. Woodworking Machinery and Auxiliary Equipment./ Vacuum Cleaners; Furnace. October 17. E.S.B. 33255/69/J.
POSLORNO ZDRUZENJE TEKSTILNE INDUSTRIJE:
*2s. (Press Notice.) Textile Machinery. October 1. E.S.B. 34294/69/J.

Bulletin 160/69
TESLA-FABRIKA SIJALICA:
*2s. Electric Light Bulb Making Machinery. October 3. E.S.B. 34293/69/J.
MEDICINSKI CENTAR VARAZIN:
*1s. X-ray Machine and Equipment. October 3. E.S.B. 34296/69/J.

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Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone: 01-248 5757, Extns. 7016, 7017, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ABU DHABI

Bulletin 162/69
Inquiry for constructional machinery; floor coverings: tiles; window and door frames. E.S.B. 34348/69/J.

ARGENTINA

Bulletin 162/69
Agency inquiry for cutlery; smokers' requisites; tobacco. E.S.B. 34838/69/J.

AUSTRALIA

Bulletin 158/69
Inquiry for cast iron pipe making plant. E.S.B. 34494/69/J.

Bulletin 162/69
Inquiry for ferro-silicon-magnesium. E.S.B. 34319/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 158/69
2s. Inquiry for measuring machine. E.S.B. S/80/69/J.
Inquiry for waxes. E.S.B. S/79/69/J.
Inquiry for rutile titanium. E.S.B. S/81/69/J.
Inquiry for hydrocopying milling machine. E.S.B. M/38/69/J.
Inquiry for breast flap trimming machines. E.S.B. M/37/69/J.

Bulletin 159/69
3s. Inquiry for plasma spray system. E.S.B. M/36/69/J.

Bulletin 160/69
2s. Inquiry for microfilm copying machine. E.S.B. S/82/69/J.
3s. Inquiry for spiral milling attachment. E.S.B. S/83/69/J.
Inquiry for chrome plated pure nickel conical slotted screens. E.S.B. S/84/69/J.

Bulletin 161/69
7s. Inquiry for universal testing machine. E.S.B. A/57/69/J.

AUSTRIA

Bulletin 159/69
Agency inquiry for woollen and worsted piece-goods. E.S.B. 22537/69/J.

Bulletin 161/69
*Inquiry for carpet tiles. E.S.B. 13019/69/J.
2s. Inquiry for stainless steel sections. E.S.B. 34861/69/J.
Inquiry for cable; electronic material. E.S.B. 35117/69/J.

Bulletin 162/69
Inquiry for sanitary fittings. E.S.B. 35105/69/J.
Inquiry for departmental store and mail order goods. E.S.B. 27643/68/J.
Inquiry for builders' fittings; furniture and fittings. E.S.B. 35118/69/J.
Agency inquiry for smokers' requisites. E.S.B. 34868/69/J.
Agency inquiry for clothing. E.S.B. 35126/69/J.

BAHRAIN

Bulletin 162/69
Inquiry for newsprint. E.S.B. 34960/69/J.

BARBADOS

Bulletin 158/69
Inquiry for furniture. E.S.B. 31832/69/J.

Bulletin 159/69
Inquiry for building materials; dress materials; hosiery knitwear; shirtings; shirts; slacks; suitings; tapestries. E.S.B. 33836/69/J.

BELGIUM

Bulletin 159/69
Inquiry for poles. E.S.B. 34490/69/J.

Bulletin 160/69
Agency inquiry for textile machinery. E.S.B. 46069/68/J.
Inquiry for enamel; foundry equipment; iron. E.S.B. 29665/69/J.

Bulletin 161/69
Inquiry for textile machinery. E.S.B. 34916/69/J.
Inquiry for core binders; foundry equipment; machine tools. E.S.B. 28485/69/J.

BERLIN

Bulletin 158/69
Agency inquiry for tinned foods. E.S.B. 34185/69/J.
Agency inquiry for car accessories. E.S.B. 34306/69/J.
Agency inquiry for beverages; foodstuffs. E.S.B. 34170/69/J.
Agency inquiry for cosmetics; perfumes. E.S.B. 34159/69/J.
Agency inquiry for car accessories and spares. E.S.B. 34157/69/J.
Agency inquiry for car spares. E.S.B. 34125/69/J.

Bulletin 161/69
Agency inquiry for beverages; canned foodstuffs. E.S.B. 34154/69/J.

Bulletin 162/69
Agency inquiry for biscuits; confectionery. E.S.B. 34191/69/J.

BRAZIL

Bulletin 160/69
Inquiry for fish canning plant; agricultural machinery; food processing machinery; chemical and fertilizer plant; freezing plant; canning plant; textile machinery; road making machinery; office machinery. E.S.B. 27026/69/J.

CANADA

Bulletin 159/69
Inquiry for confectionery; foodstuffs. E.S.B. 33455/69/J.
*Inquiry for cord toroyds; dialectric film; electric tape foil; phenolic spacers; plastic tubes; wire. E.S.B. 34439/69/J.

Bulletin 160/69
Agency inquiry for canned foodstuffs; polythene and freezer bags. E.S.B. 34349/69/J.

Bulletin 161/69
Inquiry for hardware; hand tools. E.S.B. 5680/69/J.

Bulletin 162/69
4s. Inquiry for flanges and fittings. E.S.B. 13846/68/J.
Inquiry for tools; wheelbarrows. E.S.B. 16670/69/J.

CEYLON

Bulletin 160/69
Inquiry for films; hotel construction – further information. E.S.B. 33008/69/J.

COSTA RICA

Bulletin 162/69
Inquiry for hospital kitchens; surgical equipment; water meters. E.S.B. 34665/69/J.

CYPRUS

Bulletin 158/69
Manufacture under licence – furniture. E.S.B. 33943/69/J.

Bulletin 161/69
Agency inquiry for capsules; tape. E.S.B. 22756/69/J.

CZECHOSLOVAKIA

Bulletin 162/69
Inquiry for bronze foil. E.S.B. 26039/69/J.

DUBAI

Bulletin 159/69
Inquiry for ice-making equipment. E.S.B. 34811/69/J.

EL SALVADOR

Bulletin 158/69
Agency inquiry for tin ingots. E.S.B. 34404/69/J.
Inquiry for electrical equipment; electronic equipment; garage equipment; hand, machine and power tools; laboratory equipment; refrigeration equipment. E.S.B. 3285/69/J.

ETHIOPIA

Bulletin 158/69
Inquiry for meat processing plant. E.S.B. 34354/69/J.

Bulletin 161/69
Inquiry for biscuits; canned meat; detergents; floor polish; jam; steel wool. E.S.B. 33198/69/J.

FRANCE

Bulletin 158/69
Agency inquiry for sanitaryware. E.S.B. 33174/69/J.

FRANCE/BULGARIA

Bulletin 162/69
Trade and Financial arrangements. C.R.E. 27292/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 159/69
4s. Inquiry for shaft sealing rings. E.S.B. 34854/69/J.
Agency inquiry for rubber mats and matting. E.S.B. 34438/69/J.
Agency inquiry for hydraulic presses. E.S.B. 34437/69/J.

Bulletin 160/69
Inquiry for whisky. E.S.B. 34902/69/J.
Inquiry for frozen fruit and meals. E.S.B. 34807/69/J.

Bulletin 162/69
Inquiry for central heating valves and appliances. E.S.B. 34444/69/J.
Inquiry for advertising gifts. E.S.B. 34644/69/J.
Agency inquiry for surgical instruments. E.S.B. 35114/69/J.
Inquiry for chinaware. E.S.B. 26377/69/J.

GHANA

Bulletin 159/69
Inquiry for rice boxes – further information. E.S.B. 36985/68/J.

HONG KONG

Bulletin 160/69
Agency inquiry for PVC compound. E.S.B. 13014/68/J.

Bulletin 162/69
Agency inquiry for textile finishing machinery. E.S.B. 34843/69/J.
Agency inquiry for sewing threads. E.S.B. 34996/69/J.

ICELAND

Bulletin 162/69
Agency inquiry for paper. E.S.B. 34997/69/J.

INDIA

Bulletin 159/69
Inquiry for hydraulic dump and valve components; steel tubes. E.S.B. 34801/69/J.

Bulletin 162/69
Inquiry for yeast manufacturing plant and equipment. E.S.B. 34153/69/J.
Inquiry for bottle making plant; brewery; cattle and poultry food plant; cotton seed and lint processing plants; leather-board plant; particle board plant; tractor plant; winery. E.S.B. 31462/69/J.

Bulletin 162/69
Inquiry for engines; engine manufacturing equipment. E.S.B. 34810/69/J.

IRAN

Bulletin 162/69
Bank Rate. E.S.B. 1209/G/J.

IRAQ

Bulletin 158/69
Inquiry for couplings. E.S.B. 34169/69/J.

Bulletin 159/69
Inquiry for cheese; cookers; cotton underwear; cycles; gin; naphthalene; refrigerators; sewing machines; televisions; travelling bags; washing machines; whisky. E.S.B. 28775/69/J.
*Agency inquiry for press buttons. E.S.B. 34842/69/J.

IRISH REPUBLIC

Bulletin 160/69
Inquiry for dried mint. E.S.B. 34619/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

ISRAEL

Bulletin 159/69
Agency inquiry for prefabricated houses. E.S.B. 30172/69/J.

Bulletin 161/69
Agency inquiry for steel sheet. E.S.B. 26379/68/J.
Agency inquiry for chemicals; rubber. E.S.B. 33835/69/J.
Agency inquiry for generating sets. E.S.B. 34917/69/J.
Agency inquiry for rotary air tools; indexing tables. E.S.B. 33374/69/J.

Bulletin 162/
Agency inquiry for clothing leathers. E.S.B. 8843/69/J.

ITALY

Bulletin 159/69
Agency inquiry for acrylic yarns; clothing. E.S.B. 18485/69/J.
Inquiry for thermometers. E.S.B. 33676/69/J.

Bulletin 160/69
Inquiry for cotton; polyester fibres; spinning machine accessories. E.S.B. 34808/69/J.
Agency inquiry for filtering equipment; expansion joints. E.S.B. 33846/69/J.

Bulletin 161/69
Agency inquiry for chemicals. E.S.B. 33621/69/J.
Agency inquiry for tinned foods. E.S.B. 34848/69/J.

Bulletin 162/69
Inquiry for conservatories; greenhouses; hedge trimmers; summer houses. E.S.B. 34806/69/J.

JAMAICA

Bulletin 161/69
Inquiry for fasteners. E.S.B. 34698/69/J.

JAPAN

Bulletin 158/69
Inquiry for shampoos; toiletries. E.S.B. 9970/69/J.

Bulletin 160/69
Agency inquiry for hand tools; saw blades; welding equipment. E.S.B. 34859/69/J.
Agency inquiry for gin. E.S.B. 34420/69/J.

Bulletin 161/69
Agency inquiry for engines for boats. E.S.B. 34616/69/J.

JORDAN

Bulletin 160/69
Inquiry for clay pipe making machine; finishing machine; vacuum pump unit. E.S.B. 34664/69/J.

Bulletin 162/69
Inquiry for jerrican manufacturing plant. E.S.B. 34683/69/J.

KENYA

Bulletin 162/69
Inquiry for belting; exhaust tubing; press; skimming machine; wheel balancing weights. E.S.B. 28381/69/J.

LEBANON

Bulletin 162/69
Agency inquiry for clothing; fabrics; piece-goods. E.S.B. 31865/69/J.

LIBYA

Bulletin 158/69
Agency inquiry for wines and spirits. E.S.B. 34339/69/J.
Inquiry for cement paint; drainpipes; electrical equipment; lamps. E.S.B. 33891/69/J.

Bulletin 162/69
Inquiry for timber. E.S.B. 34120/69/J.

LUXEMBOURG

Bulletin 159/69
Inquiry for glass bottles. E.S.B. 33459/69/J.

MALAWI

Bulletin 158/69
Agency inquiry for canned and bottled fruits, jams and vegetables; canned cider; whisky. E.S.B. 34000/69/J.

Bulletin 160/69
Inquiry for steel wheelbarrows. E.S.B. 11780/68/J.

Bulletin 162/69
Agency inquiry for fabrics. E.S.B. 28035/69/J.

MALTA

Bulletin 159/69
Inquiry for brassiere cups and bottoms. E.S.B. 34498/69/J.

MEXICO

Bulletin 162/69
Agency inquiry for electric controls; measuring controls; pumps; valves. E.S.B. 34850/69/J.

NEPAL

Bulletin 161/69
Inquiry for buses; station wagons. E.S.B. 34676/69/J.

NEW ZEALAND

Bulletin 158/69
Agency inquiry for gantry and overhead travelling cranes. E.S.B. 16818/69/J.

Bulletin 159/69
Agency inquiry for automotive equipment; garage equipment; hardware; industrial goods; tools. E.S.B. 25165/69/J.
Inquiry for gear boxes. E.S.B. 34422/69/J.

NIGERIA

Bulletin 158/69
Inquiry for laundry machine. E.S.B. 34803/69/J.

NORWAY

Bulletin 158/69
Inquiry for paper table napkins. E.S.B. 34830/69/J.

Bulletin 160/69
Inquiry for hide. E.S.B. 34661/69/J.

Bulletin 162/69
Inquiry for transport equipment; warehouse equipment. E.S.B. 23962/69/J.

PAKISTAN

Bulletin 158/69
Inquiry for electrical equipment; gauges; gearboxes and ancillary equipment; jacks; laboratory equipment and material; plastic tube and sheet; pumps and fittings; rubber products; valves and fittings. E.S.B. 34413/69/J.

Bulletin 159/69
Agency inquiry for diesel engines. E.S.B. 33628/69/J.

Bulletin 162/69
Agency inquiry for bottling plant; diesel generators; plastic raw materials; refrigeration compressors. E.S.B. 30860/69/J.

PARAGUAY

Bulletin 159/69
Inquiry for chemicals. E.S.B. 34820/69/J.

PERU

Bulletin 162/69
Agency inquiry for printing machinery. E.S.B. 34918/69/J.

PUERTO RICO

Bulletin 160/69
Agency inquiry for hand tools; nuts and bolts. E.S.B. 34121/69/J.

ST. LUCIA

Bulletin 162/69
Agency inquiry for sanitaryware. E.S.B. 34802/69/J.

SOUTH AFRICA

Bulletin 161/69
Inquiry for spring manufacturing machinery. E.S.B. 33907/69/J.
Agency inquiry for prefabricated housing components. E.S.B. 31670/69/J.

Bulletin 162/69
Agency inquiry for generators. E.S.B. 23820/69/J.
Agency inquiry for overcoatings. E.S.B. 11826/69/J.
Agency inquiry for machine tools and accessories. E.S.B. 34995/69/J.

SWEDEN

Bulletin 161/69
Agency inquiry for lace; towelling. E.S.B. 32922/68/J.

SWITZERLAND

Bulletin 158/69
Agency inquiry for electronic components. E.S.B. 15635/69/J.

Bulletin 159/69
Agency inquiry for data processing and computer peripheral equipment. E.S.B. 32123/69/J.
Agency inquiry for electronic components and equipment. E.S.B. 34841/69/J.
Agency inquiry for dresses. E.S.B. 18947/69/J.
Agency inquiry for women's clothing. E.S.B. 34849/69/J.

Bulletin 160/69
Inquiry for after sales (back up) engineering service. E.S.B. 34329/69/J.
Agency inquiry for hydraulic equipment; pneumatic equipment. E.S.B. 34222/69/J.
Inquiry for miniature transformer cores. E.S.B. 34642/69/J.

Bulletin 161/69
Inquiry for antibiotics; vitamins. E.S.B. 34915/69/J.
Inquiry for records; stereotapes. E.S.B. 34805/69/J.

Bulletin 162/69
Inquiry for bottles; containers; plastic working machinery; sports goods. E.S.B. 5937/68/J.
Agency inquiry for coats; raincoats. E.S.B. 34954/69/J.
Inquiry for fasteners. E.S.B. 34610/69/J.

TANZANIA

Bulletin 158/69
Inquiry for bending machine; guillotine shears. E.S.B. 33932/69/J.

TRINIDAD/TOBAGO

Bulletin 159/69
Agency inquiry for shoes; suitings. E.S.B. 20976/69/J.

TURKEY

Bulletin 162/69
Inquiry for paper making machinery. E.S.B. 34857/69/J.

UGANDA

Bulletin 160/69
Inquiry for paper bag manufacturing machinery. E.S.B. 3164/69/J.

Bulletin 162/69
Inquiry for confectionery; groceries. E.S.B. 32769/69/J.

UNITED STATES OF AMERICA

Bulletin 159/69
Inquiry for chemicals. E.S.B. 34485/69/J.
1s. Inquiry for steel forgings. E.S.B. 8473/69/J.
Inquiry for pet care articles. E.S.B. 16684/69/J.

Bulletin 160/69
Inquiry for knives. E.S.B. 34624/69/J.
Inquiry for cathode ray tube parts; electrical connectors; semi-conductor's metal parts; television gun parts; welded assemblies. E.S.B. 34895/69/J.

Bulletin 161/69
*6a. Manufacture under licence in Britain - filteration equipment E.S.B. 34867/69/J.

Bulletin 162/69
*Inquiry for fabric. E.S.B. 34958/69/J.
Agency inquiry for sports and recreation equipment. E.S.B. 34872/69/J.

Exporting to USSR ?

RUSSIAN TECHNICAL TRANSLATION SERVICE

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HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 596 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Dual-purpose drive

A DRIVE covering 12,000 miles by road is being undertaken by Mr. Edward Bennett, managing director of Industrial Associates Ltd., London, and his co-director and wife, Mrs. Wendy Bennett. Starting in New York, they will go to Mexico, Guatemala, British Honduras, Honduras, El Salvador, Nicaragua, Panama, Venezuela, Guyana (Georgetown), Dutch Guiana (Paramaibo), French Guiana (Cayenne), Colombia, Bolivia, Ecuador, Peru, Chile, Argentine, Brazil, Uruguay and Paraguay where they will try to sell British speedboats, sports equipment, welding equipment, textile machinery and various manufacturing rights for British equipment; they would also welcome openings for other industrial products from any companies who are interested in exporting to the South American market.

A second purpose of the visit, and the main reason why it is necessary to go by road through bandit-infested countries and large tracts of desert, salt flats and tropical jungle inhabited by bears, wolves, snakes, crocodiles and other creatures not to mention almost every type of biting insect, is that they hope to carry out market research in the Inca, Maya and Aztec ancient arts and crafts.

Seeking South American mining business

MR. TOM SMART, 23-year-old export executive of the Belting & Rubber Hose Division of George Angus & Co. Ltd., left Britain on August 2 to begin a 10-week intensive sales tour of South America. For part of his trip he joined a 14-member party from the Tyne and Wear Chamber of Commerce, undertaking a similar but shorter tour.

Mr. Smart first flew to Lima in Peru and then proposed visiting La Paz (Bolivia), Buenos Aires (Argentine), Sao Paulo and Rio de Janiero (Brazil), Bogota (Colombia) and, finally, Caracas (Venezuela), returning to Britain on October 11.

One of the major objects of his trip, Mr. Smart says, will be 'tackling the significant market for our products in the mining industries of Peru (copper) and Bolivia (tin)'. He was also seeking to exploit the considerable potential demand for Angus high-pressure hydraulic hose in the Argentine, Venezuela and Brazil and provide specialist assistance to the Division's agent in Colombia.

Director, Far Eastern Affairs

THE British Organization for the Development of Exports Limited recently announced the appointment of Mr. W. H. Solf as a director for Far Eastern Affairs. Formerly managing director of Anglo-Japanese Industrial Services Limited in London, Mr. Solf spent 12 childhood years in Japan where his father was German Ambassador to Tokyo between 1920 and 1930. He has a wide and detailed knowledge of Japanese industry, is well known in industrial, financial and political circles throughout the country and speaks and writes in Japanese fluently.

Mr. Solf, who will continue to act in a consultative capacity to A-JI Services, has advised a number of British engineering companies on the best way to exploit the Japanese market. He is a founder-member of the Japan Trade Advisory Group, created after the British Fair in Tokyo in 1965.

On September 11 he leaves on his third visit to Japan this year on behalf of a client and to attend the British Week. In recent years, he has visited Japan on 20 separate occasions.

Six months' United States sales trip

MR. ANGUS WILSON, representative of Combined Optical Industries Limited, has recently returned from a six months sales trip to the United States. During his visit he covered 45 states selling his firm's aspheric magnifiers through their American agent, The McLeod Optical Company of Providence. Mr. Wilson who called on nearly 1,000 optometrists found the magnifiers well received. He reported that sub-normal vision patients in America found the aspheric range of inestimable value. He also visited the firm's Canadian agent, The Imperial Optical Company, in Toronto.

Mr. R. G. Walton, the sales director, has left on a tour of Sweden, Denmark, Holland, Belgium, Germany and Switzerland, to bring COIL's overseas agents up to date with the latest developments in magnifiers and aspheric lenses.

'Go-out-and-sell' campaign

FOLLOWING a recent successful visit to Holland which resulted in two major importers asking for sole rights for the distribution of the Dunsley Tipper jack for caravans and trailers, Mr. K. C. Tipping visited Portugal in early August and contacted a number of importers. At the end of September he will be visiting Scandinavia to follow up contacts made in conjunction with the Board of Trade.

Selling group visiting Middle East

THE three-week Nottingham Export Association selling group tour of the Middle East, starting on September 26, is described by its leader, Mr. Arthur Steven, as a 'pathfinder' visit which he hopes will help show British manufacturers the opportunities existing there for promoting consumer goods.

'Obviously the first aim is to promote our own goods,' says Mr. Steven. 'But as an association we hope that the results which we achieve, both in positive orders and knowledgeable forecasting of future trends, are going to awaken other British manufacturers of consumer goods to the volume of business which can be had from the Middle East if they will only go and visit there. More than any other part of the world I feel that the Middle East is a place where the person-to-person business approach is appreciated.'

The selling group, the first to be mounted by the Export Association to the Middle East, is visiting Libya, Lebanon, Saudi Arabia, Bahrein and Kuwait. Among the products – almost entirely consumer goods – being promoted by the nine-man party are bedspreads, quilts and sleeping bags, calendars, automotive filters, irrigation equipment, lingerie and trimmings, clothing and pharmaceuticals.

Aged 42 and the co-director of Wyvern Export Promotions Limited, a Nottingham firm specializing in group export representation, Mr. Steven will be the group's secretary during the visit.

Financial consultant's world tour

MR. ALAN BARTLETT, senior partner in the Bristol-based international financial consultancy of A. F. Bartlett & Partners Ltd., left on August 19 on a 30,000-mile trip round the world, including visits to the United States, Australia, Malaysia and Japan.

After delivering a series of lectures on corporate planning at Penn State University in the United States, he proposed flying on to Australia to have talks with Australian Government representatives to examine opportunities for British companies there. He will also examine the country's merchant banking system while in Sydney, Perth and Melbourne.

In Singapore and Kuala Lumpur he will meet Government representatives to discuss the economic and financial situation, and examine the possibilities of establishing manufacturing plants there for British companies.

Finally, in Japan, he will be holding talks with leading local industrialists about the prospects of licensing agreements and joint ventures with British companies, also investigating available financial facilities.

Mr. Bartlett is a director of a number of leading British firms, including Berni Inns Ltd., Britten-Norman Ltd., John White Footwear Holdings Ltd., Newman Industries Ltd. and Inbucon Investment Ltd. He is also chairman of the Canadian Institute of Corporate Planning.

INWARD MISSIONS

South Carolina Reverse Investment Mission to visit London

A 15-MAN mission from the State of South Carolina, United States, will be in London from September 20-23 to meet officials of British companies which already have capital investment in South Carolina, and representatives of other British enterprises which may be interested in making investments in that State. The mission will be led by Governor Robert E. McNair, and will include representatives of the State's Development Board, Port Authority, and Committee for Technical Education, as well as officials from local Chambers of Commerce, Development Boards, and the South Carolina National Bank. The mission will also visit Brussels, Frankfurt, Zurich and Paris.

The mission will be concerned solely with 'reverse investment' – encouraging capital investment by European manufacturers in South Carolina, and is the first such mission to be officially supported by the United States Government.

The most recent announcement on British investment in South Carolina was that made by Courtaulds, which is proposing to build a plant near Colombia, South Carolina, capable of producing over 50 million pounds annually of Courtelle acrylic fibre.

British businessmen interested in making appointments with the mission are requested to write to, or telephone the Office of the Counsellor for Commercial Affairs, American Embassy, 24 Grosvenor Square, London, W1A 1AE (01-499 9000, Ext. 421).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Demisting on space missions

A British company played a small but vital role in the Apollo 11 moon landing and will probably assist in future space missions. The advanced design lens and prism systems in two vital instruments forming part of Apollo's guidance and navigation system – the alignment optical telescope and optical unit assembly used in conjunction with the guidance computer to ensure that both the command and lunar modules were 'bang on target' – were coated in the Walthamstow, London, factory of Aircraft and Instrument Demisting Ltd. with 'Demist', claimed to be the most advanced anti-condensation process in the world.

'Demist' is now specified by NASA for many applications, and the company also claims to be the first one in Britain to receive a research and development contract from the United States Army, in this case to develop a suitable anti-fogging system for advanced design night vision goggles – a contract which has already resulted in an initial production order.

The Derby firm of Fletcher and Stewart Ltd. have won a large order for sugar machinery, bringing the total value of export orders received by them over a four-week period to nearly £10 million. The order, worth £1.4 million, is for supplying the complete plant for a new sugar factory in Malaysia, which will be capable of producing 50,000 tons of sugar annually. The photograph shows a cane sugar diffuser, of the type to be installed in the Malaysian factory, being built at the company's Derby works.

Computers for Sweden

Two orders for ICL 1902A computers have been placed by the Swedish firms of Pripp-Bryggerierna AB and Stenberg-Flygt AB from International Computers Limited to replace ICL 1901 computers. The computers are worth about £80,000 and £90,000 respectively.

Refinery mixers for Singapore

Plenty, a division of the SPP Group, is to supply 34 mixers worth more than £32,000 to Shell Eastern Petroleum Limited for the Pulau Bukom refinery in Singapore. The mixers form an important part of a large expansion programme by Shell Eastern, designed to increase the distillation capacity by 85,000 barrels a day to approximately 200,000 barrels a day by early next year.

The mixers will be 50 h.p. swivel-angle, side-entry types, and 24 of them will be used on new storage tanks with a capacity of nearly five million barrels. Another eight will be used in four existing tanks with a total capacity of 1,500,000 barrels.

When the Pulau Bukom expansion programme is complete it will put the refinery among the largest in the eastern hemisphere.

Photographic equipment for Poland

Mr. John L. Porter, chief executive and joint managing director of Ilford Limited, has announced that he has signed a £750,000 contract with Polimex, the Polish State machinery importing and purchasing organisation, to supply know-how and equipment to the Polish photographic manufacturing industry. The contract, signed in Warsaw, calls for the provision of design information to permit the construction in Poland of up-to-date manufacturing plant for photographic film and paper. Some of the specialised equipment will be manufactured in England and exported to Poland.

Polimex have also taken an option on the documentation relating to the manufacture of a range of colour photographic materials. If the option is taken up fully a further sum of about £11m. will be payable to Ilford Limited.

£250,000 order for capstan lathes

A contract signed recently in East Grinstead, Sussex, by Mr. Bert Paul, president of World Wide Equipment Co. of Dearborn, Michigan, USA, means that Nickols Automatics (EMI) Limited will export at least 100 'Auto-Sprint' one-inch capacity camless automatic capstan lathes to North America during the next 12 months. Worth £250,000 and calling for shipment at a rate of six to ten machines per month, the contract is a direct result of the appointment in April this year of World Wide Equipment as sole agent in the United States and Canada for automatic machine tools produced by the British company, a subsidiary of the EMI electronics and entertainments group.

The 'Auto-Sprint' made its North American debut at the ASTME Show held in Chicago in May this year.

Orders up by nearly 50 per cent

Reeves & Sons, the £2 million leisure industry group, achieved a record 47 per cent increase in exports for the first six months of 1969, compared with a similar period last year. The increase was attributed to the company's currently sustained sales effort in 90 overseas markets. A large proportion of overseas sales is in educational materials, of which Reeves claim to be UK market leaders. The company succeeded in increasing sales to each of their overseas markets, on average by 20 per cent. In addition, they are selling to their own five overseas subsidiaries in Mexico, USA, India, Canada and Australia. Reeves currently export one-third of their UK production, mostly as educational art materials, but in 1970 they also plan to start exporting toys which were launched on the UK market this year.

One factor contributing to the half year's results has been a substantial increase in the sales of educational art materials to Europe and the Middle East. Orders amounting to £25,115 were placed this month by Kuwait, Sudan, Saudi Arabia and Ethiopia.

A recent step in the company's drive to expand overseas markets for educational art materials included participation in the Board of Trade-sponsored Educational Equipment exhibition in Reykjavik, Iceland, July 4-9. Results from this exhibition were 'most encouraging', with over 500 visitors to the stand.

100 per cent export sales increase

Over 100 per cent increase in export sales during the first half of 1969 is reported by JCB Sales Limited, of Rocester, Staffordshire. Export turnover during this period exceeded £5 million, with increased demand for the company's excavators and loading shovels coming from all over the world.

£70,000 contracts in northern Spain

Contracts totalling £70,000 have been awarded by Friedrich Krupp of the Federal Republic of Germany to Bescon, the fluid handling plant division of the SPP Group, for the erection of storage tanks and the commissioning of the complete fuel injection system for the blast furnace complex at the Uninsa steelworks located in Gijon, northern Spain. Tankage, pipework, pumps, heaters, valves and flowmeters for part of the order, which also incorporates designing and commissioning the plant. A site engineer from Bescon will supervise work at Gijon for the next six months.

Bescon, recently formed following the merger of Sigmund Pulsometer Pumps and Plenty and Son, now provides a complete fluid engineering service, from feasibility studies to final commissioning.

Big order from Thailand

The Polysius Ltd./Coutinho, Caro & Co. Ltd. consortium have concluded a contract with the Siam City Cement Company of Thailand for a new cement complex, with a 1,700-tons-per-day Dopol dry process kiln of the latest design, for the new cement factory at Saraburi.

The contract, in excess of £4 million on extended credit terms, was won in the fact of fierce international competition and can be considered significant as being the first complete cement plant to be supplied to Thailand from Britain.

Buses in service in Africa

The first examples of the recently-introduced Guy Warrior J-type bus are now entering service in East Africa. Thirty-two of these new chassis have been shipped to the distributors (G. & R. Motors) for operation in Uganda and Tanzania.

Cotton processing plant for Morocco

Platt Bros. & Co. Ltd., a Stone-Platt Company, has negotiated a £100,000 contract with the Moroccan Ministry of Agriculture for the supply and erection of a complete roller ginning factory for processing long staple cotton to be built at Sidi Bennour in the province of El Jadida.

Fertilizer plant for Madras

Stewarts and Lloyds' Pipework Engineering (Northern and Tubes Group, British Steel Corporation) is fabricating 20,000 feet of carbon and alloy steel finned and plain tube at Halesowen, Birmingham, for a fertilizer plant in Madras. The £40,000 order was placed by Born Heaters Limited of Brighton.

Filter equipment for Malaya

Paterson Candy (Malaysia) Ltd., has received an order from the Public Works Department in Malaya for equipment worth £41,200 for the treatment plant at Gombak. Of this, £16,700 worth of equipment will be supplied from the United Kingdom by Paterson Candy International Limited. This includes chemical dosing and specialist filter equipment.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautes Europeennes.*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SUGAR

Regulation (CEE) No. 1605/69 fixes the import levies for molasses (*Journal Officiel* No. L205, dated August 14, 1969).

Regulation (CEE) No. 1616/69 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L206, dated August 15, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1580/69 fixes the amount of the subsidy in the oil seed sector (*Journal Officiel* No. L200, dated August 9, 1969).

Regulation (CEE) No. 1581/69 fixes the levies in the olive oil sector (*Journal Officiel* No. L200, dated August 9, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1582/69 fixes the refunds in the milk and milk products sector for goods exported in a natural state (*Journal Officiel* No. L200, dated August 9, 1969).

Decision No. 69/244/CEE modifies **Decision No. 69/71/CEE** relating to measures permitting certain categories of consumers to buy butter at a reduced price (*Journal Officiel* No. L200, dated August 9, 1969).

CEREALS

Regulation (CEE) No. 1583/69 modifies the denaturation premium for soft wheat for the 1969/1970 Marketing Year. (*Journal Officiel* No. L200, dated August 9, 1969).

Regulation (CEE) No. 1613/69 relates to the storing, in third countries, of cereals held by the Intervention Organizations (*Journal Officiel* No. L206, dated August 15, 1969).

Association agreement between Morocco and the EEC

THE *Board of Trade Journal* dated June 4, 1969 (page 1582) contained an announcement about three proposed regulations for the implementation of certain of the provisions of the Association Agreement between Morocco and the European Economic Community.

These Regulations have now been approved and the texts, together with those of a further three Regulations and of the Association Agreement, have been published in the *Journal Officiel des Communautes Europeennes* No. L197, dated August 8, 1969. Details of all these regulations are set out below.

Regulation (CEE) No. 1463/69 concerns the safeguard provisions in the Association Agreement between Morocco and the EEC.

Regulation (CEE) No. 1464/69 concerns the importation into the EEC of durum wheat originating in Morocco (common tariff heading 10.01 B).

Regulation (CEE) No. 1465/69 establishes the arrangements applicable to the importation into the EEC of the products covered by **Regulation (CEE) No. 1059/69,** and originating in Morocco. **Regulation (CEE) No. 1059/69** replaced **Regulation 160/66/CEE** as the basic regulation setting up the common market organization for goods resulting from the processing of agricultural products. (See *Board of Trade Journals,* dated June 25, 1969 (page 1778) and July 23, 1969 (page 249).)

Regulation (CEE) No. 1466/69 relates to the importation into the EEC of olive oil obtained entirely from Morocco.

Regulation (CEE) No. 1467/69 concerns the importation into the EEC of citrus fruits originating in Morocco and affects products falling within the following headings of the EEC Common Customs Tariff.

Tariff No.	Products
ex 08.02 A	Sweet oranges, fresh.
ex 08.02 B	Mandarins and satsumas, fresh; clementines, tangerines and other similar citrus hybrids, fresh.
ex 08.02 C	Lemons, fresh.

The texts, in French, of all the Regulations and of the Association Agreement referred to above, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Imports of citrus fruits into the EEC

THE *Board of Trade Journal* dated June 18, 1969 (page 1719) contained an announcement about three Proposed Regulations relating to imports of citrus fruits into the EEC. These Regulations have now been approved and are published in the *Journal Officiel des Communautes Europeennes* No. L200, dated August 9, 1969. Products falling within the following Tariff Headings of the EEC Common Tariff will be subject to an import duty equal to 60 per cent of the Common Customs Tariff.

Tariff No.	Products
ex 08.02 A	Oranges, fresh.
ex 08.02 B	Mandarins and satsumas, fresh; clementines, tangerines and other similar citrus hybrids, fresh.
ex 08.02 C	Lemons, fresh.

Regulations (CEE) Nos. 1541/69 1542/69, and 1543/69 relate to the import of these products originating in Spain, Israel and Turkey respectively.

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Customs tariff modification: Home Compensation Tax Levy

THE *Board of Trade Journal* dated November 29, 1967, page 208 gave notice of a 50 per cent reduction in the Home Compensation Tax Levy on Polioles (Tariff Heading 39.01 I) and the *Board of Trade Journal* dated January 19, 1968, page 1670, gave notice of a 50 per cent reduction in the Home Compensation Tax Levy on Napthalene (Tariff Heading 29.01.B 6). The Spanish authorities announced in their *State Gazette* of August 9, that these refunds are now cancelled.

Customs tariff modifications: skins

THE SPANISH *State Gazette* of July 29, published the following modifications to the Spanish Customs Tariff:

Tariff Heading	Description	Definitive	Transitory	Duty to be applied
				From July 29, 1969 to July 28, 1971
43.01	Raw furskins			
A	Rabbit and hare skins	2%	2%	Nil

The export levy on Tariff Heading 43.01 A above has been suspended

Import duty on tropical woods

NOTICE WAS GIVEN in the *Board of Trade Journal* dated May 9, 1969, page 1352, of a 2 per cent import duty on imports of tropical woods (Tariff Headings 44.03 E and 44.04 B), valid until July 16, 1969. The Spanish *State Gazette* of July 29 announced that the import duty of 2 per cent will be valid until September 15, 1969.

Cancellation of import duty refund

IN THE SPANISH *State Gazette* of July 29 the authorities gave notice of the cancellation of the 100 per cent reduction in the import duty on Ortoxylene and Napthalene (Tariff Headings 29.01 B 3 and 29.01 B 6).

Customs tariff modifications: bonded fibre fabrics

THE SPANISH *State Gazette* of July 29, announced the following modifications to their Customs Tariff:

Tariff Heading	Description	Definitive duty	Transitory duty	GATT duty
59.03	Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated:			
A	Bonded fibre fabrics and bonded fibre fabric articles, covered or coated with cellulose or other artificial plastic materials	35%	32%	32%
Ex B	Bonded fibre fabrics Other	35%	22·5%	

Inquiries about these notices should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757, Ext. 460/462.)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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FRANCE

Invoicing errors by British exporters

THE ASSISTANT Director General of the French Customs has drawn attention to the number of errors being made in invoices by British exporters. These result in confusion and trouble for the customs authorities and often in overpayment of duty by the importer, the refund of which involves long and difficult negotiations.

Any mistake in an invoice, even though it may be the result of an obvious clerical error, cannot be rectified once the documents have been submitted to the French Customs for checking. A mistake may therefore involve the importer in the payment of a heavy fine if, for example, the value has been understated in the invoice, or in the payment of excess duty if the value has been overstated. The existing French regulations do not provide for the refund of any excess duty paid as a result of such a mistake and, although the French Customs have sometimes been able to arrange for this in the past, they are unlikely to entertain many more requests for the re-imbursement of duties overpaid because of such mistakes.

British exporters are therefore reminded of the necessity of making out invoices with care.

Inquiries concerning this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), quoting reference 30826/69.

Duty free quota for herrings

THE FRENCH *Journal Officiel* of August 15 announced the opening of a duty free quota for the import of herrings for preserving purposes (Tariff heading 03.01 BI a 2aa) originating in and imported from all countries other than the member countries of the EEC, the Franc zone and Rhodesia. The quota will operate until February 14, 1970, in accordance with the arrêté of July 8, 1969.

In view of their intended use the actual consignees, assignees and users must fulfil the formalities set out in Article 4 of the order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment.

Licence applications on form AC, together with a copy of the contract showing final destination of goods, must reach the Direction Générale des Douanes et Droits Indirects (division E), 8 rue de la Tour des Dames, Paris 9e, before 11 a.m. on September 1, 1969 when they will be examined simultaneously.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288) where the full French text of this notice and the arrêté of July 8, 1969, may be seen.

Customs tariff modification

THE FRENCH *Journal Officiel* of August 13, announced that, because of devaluation of the Franc, changes in the customs tariff specific rates would apply from August 11, 1969. The amendments cover items within the following tariff headings: 04.04, 07.01, 08.06, 08.07, 08.08, 20.07, 22.05, 22.06, 22.07, 22.08, 22.09, 22.10, 24.01, 25.01, 28.05, 37.04, 37.06, 37.07, 58.01, 69.01, 69.02, 69.07, 69.08, 69.10, 69.11, 69.12, 69.13, 70.04, 70.05, 70.16, 70.19, 73.01, 78.01, 79.01, 84.41, 85.25, 91.01, 91.07, 91.11 and 92.12 and also affect certain related footnotes.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

GREECE

Restrictions on television set parts

IT HAS BEEN announced by the Foreign Trade Directorate of the Ministry of Commerce that the import into Greece of the following parts for television sets has been totally banned:

1 Containers and cabinets;
2 Front decorative panels;
3 Rear and side panels;
4 Metal frames for printed circuits;
5 Lead and insulation jackets for television set wiring in general

All remaining television set parts such as screens, knobs, handles, aerials, etc., are now included on import list 'A', i.e. a special licence is needed for their import into Greece.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

State controlled banderoles for alcoholic beverages

A NOTICE was published in the *Board of Trade Journal* of July 2, 1969, page 59, giving details of the banderoles required on imports into Greece of alcoholic beverages. Further details have now been received.

Manufacturers or importers must at their own expense arrange for the printing on the issued banderoles of full particulars of their agent or representative in Greece; in the absence of an agent, then the style, head office and exact address of the enterprise must be given. Failure to do so will be constituted a punishable offence.

The banderoles will be sold solely by the State General Laboratory and its branches, and will cost 0.05 drachmas each until such time as an increase is considered necessary by the Ministry of Finance. Proceeds will go to the special fund for the control and supervision of the Taxation of Alcohol.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

SWITZERLAND

Special rates of duty: correction

THE *Board of Trade Journal* of August 13, published an Order of the Swiss Federal Department of Finance and Customs, effective from June 17, 1969, which made amendments to the special rates of duty on rennet casein and desmophen. The amendment to 39.01.10 should have read as follows:

Tariff heading	Goods	Use	Reduced rate Francs per 100 Kg. gross
39.01.10	'Desmophen 2200 and 2300,' a clear yellow liquid formed by a non-linear polyester (alkyd resin) based on adipic acid, diethylene glycol and triol	Manufacture of plastic spongy material	2·40

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 459.)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page,

Liberalization of imports

THE FOLLOWING items have been added to the Israeli list of commodities for which import licences are issued without restriction. These goods were liberalized with effect from July 14, 1969:

Tariff No.	Description of goods	Customs Duty	Purchase Tax
07.03.9900 20.01.1000 20.01.9900 20.02-9900	Preserved vegetables	45%	Exempt
Chapters 13, 21, 22, 33 and 38	Extracts, odoriferous substances, essential oils, except essential oils of citrus fruit. (See appendix)	See appendix	Exempt
	Tomato Products:		
20.02-4000	Tomato puree	60% but not less than IL0·70 per kilo gross	Exempt
20.07-1000	Tomato Juice	60% but not less than IL·0·70 per kilo gross	Exempt
21.04-9900	Other tomato products (ketchup, etc.)	80%	
28.46	Perborate	45% but not less than IL.0·50 per kilo	Exempt
28.54	Hydrogen peroxide	45% but not less than IL.0·70 per kilo	Exempt
	Tyres and tubes for motor vehicles:		
40.11-3090	Tyres (other):		
3092	Metallic tyres	35%	
3093	Of a rim size less than 20 inches, excluding with 10 plies or more in sizes 825 × 15, 1,000 × 15, 1100 × 16 (of a type for passenger cars)	65% but not less than IL.4·50 per kilo	Varies
3099	Other	35% but not less than IL.3·50 per kilo	from Exempt
40.11-4090	Tubes (other)	65% but not less than IL.4·50 per kilo	to
4091	For wheels of a rim size less than 20 inches (of a type for passenger cars)	65% but not less than IL.4·50 per kilo	22½%
4099	Other (of a type for passenger cars)	35% but not less than IL.3·50 per kilo	
70.17-2000	Glass ampoules	35%	Exempt
73.13-9991	Cold rolled sheets and plates of a thickness not exceeding 3 mm.	Exempt	Exempt
	Electrical welding machines:		
85.01-1060	Generators containing non-electrical starters	20%	
85.01-1079	Revolving generators for the production welding machinery and equipment	35%	
85.11-2059	Welding machinery containing rotary welding generator to be operated by non-electric propulsion means	20%	Exempt
87.06-5000	Parts of motor vehicles of the following types: Hand brakes and parts thereof, rod ends and ball joints and their parts, drag links and their parts, link pins	80%	Exempt

Appendix: Imports also subject to a compulsory payment of 40 per cent

Customs Tariff item	Description	Customs Rate
13.03.1050	Natural extracts in alcohol:	
1051	Containing 10% of alcohol or more	80% + IL. 10 p.l.
1059	Other	80%
13.03.1091	Saps and extracts giving either flavour or taste or both together, of a kind used in the food or drink industries	80%
21.07.5000	Concentrated extracts, non-alcoholic	80%
22.09.1000	Compound alcoholic preparations:	
1010	Containing 10% or more of alcohol	80% + IL. 10 p.l.
1090	Other	80%
32.09.1000	Mixture of a kind used in the cosmetic and soap industries	80%
33.01	Essential oils (terpeneless or not); concretes and absolutes; resinoids, excluding other citrus etheric oils	40%
33.02	Terpenic by-products of the deterpenation of essential oils	40%
33.03	Concentrates of essential oils in fats, fixed oils, or in waxes or the like, obtained by cold absorption or maceration	40%
33.04	Mixtures of two or more odoriferous substances (natural or artificial) and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, food, drink or other industries:	
33.04-1000	Of a kind used in food, drink, cosmetic and soap industries:	
1010	Containing 10% or more of alcohol	80% + IL. 10 p.l.
1090	Other	80%
9900	Other	40%
38.19-7200	Mixtures of a kind used in the cosmetic industry	80%
802	Taste and flavouring essences, or both together, of a kind used in the food and beverage industries:	
1000	Containing 10% or more of alcohol	80% + IL. 10 p.l.
9900	Other	80%
803	Essences of the kind used in the manufacture of cosmetics and soap:	
1000	Containing 10% or more of alcohol	80% + IL. 10 p.l.
9900	Other	80%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

In Britain to discuss Anglo/Polish trade is Mr. Ryszard Jurewicz (centre), a director of the Polish state buying organization, Mentronex. He is seen here on a visit to the head office of Pye Unicam Ltd. at Cambridge where he discussed the company's increasing Polish trade with Mr. A. Thompson (left), area manager for Poland, and Mr. H. Woolgar of Labgear, another Pye of Cambridge Group company.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, E.C.4, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

IRAQ

United Kingdom Commercial Office

THE UNITED KINGDOM Commercial Office has now moved to new premises in Shaheen Building, Sa'adoun Street, Kard al-Pasha. Baghdad and its previous premises have been vacated.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

Ban on import of construction materials

IT HAS BEEN reported that a ban has been imposed on the import into Iraq of construction materials which are available locally. All import licences and unopened Letters of Credit for iron bars, joists and window frames are now cancelled. Banks may not open, amend or extend any Letters of Credit for these items without reference to the State Organization of Trade.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

IRAN

Bank rate

THE CENTRAL BANK of Iran has announced an increase in the bank rate from 7 per cent to 8 per cent. Deposits required to be kept by bankers with the Central Bank have been raised. Rates of interest payable by bankers on deposit and savings accounts have been increased, and the ceiling on savings accounts has been abolished. The Central Bank rediscount rate from bank bills for export business has been lowered from 3 per cent to 2 per cent.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 496, published in the South African *Government Gazette* of August 15, contains an application to the Board of Trade and Industries for increases in duty as follows:

(1) Printing paper and writing paper under tariff heading 48.01.80.80 to 10 per cent *ad valorem* and paper under heading 48.01.80.90 not exceeding R300 per 2,000 lbs. from free to 15 per cent.
(2) Cabinets, identifiable for use with, imported with or incorporating loudspeakers and/or sound amplifier sets from various rates of duty to 25 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* No. 2500 of August 8 notifies the following changes in the Customs tariff:

Notice R3052: Whereby the duty on parts of fork lift trucks is reduced from 17 per cent (General) and 10 per cent (Preferential) to 7 per cent (General) and free (Preferential) with retrospective effect from May 2, 1969.

Notice R3053: The provisions for a rebate of duty on certain woven fabrics of cotton and of man-made fibres, for the manufacture of mattresses and similar padded, stuffed or fitted furnishings are withdrawn.

Notice R3054: Provision is made for a rebate of the full duty on roasted chicory, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

Inquiries may be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 471/2/3).

KENYA

Import licensing regulations

LEGAL NOTICE No. 177, published in the Kenya *Official Gazette* Supplement No. 62 of August 8, announces, with effect from July 30 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664), and subsequently amended, is now further amended, as follows:

First Schedule

Code	Division Number, Group Number, Item, Codes and Items
(a) by deleting therefrom the following items:	
719 2 1 0	Motor driven high pressure pumps and stationary equipment.
719 8 0 9	Hydraulic presses and air-compressors.
(b) by inserting therein in their correct numerical order the following new items:	
	Division 65 – Textile Yarn, Fabrics, Made-up Articles and Related Products
	Group 651 Textile yarn and thread:
651 6 0 0	Yarn of man-made fibre (synthetic).
	Group 691 Finished structural parts and structures, n.e.s.:
691 1 0 9	Part of fully fabricated steel works including building and bridges.
719 2 2 0	Air-compressors.
719 8 0 9	Hydraulic presses.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

GAMBIA

Customs tariff amendment

THE CUSTOMS Tariff (Amendment No. 8) Notification, 1969, amends with effect from June 17 the First Schedule to the Gambia Customs Tariff by the replacement of the rates of duty for the following items:

First Schedule – Import Duties

Tariff No.	Tariff description	Rate of Duty	
		Preferential	General
10.06	Rice	The 100 lbs. £0 5s. 0d.	The 100 lbs. £0 5s. 0d.
22.03	Beer (made from malt) including ale, stout and porter	The gallon £0 6s. 10d.	£0 7s. 4d.
24.02	Manufactured tobacco: Tobacco extracts and essences: A. Cigars, cheroots and cigarettes not exceeding 3 lb. weight the thousand	The hundred £0 3s. 8d.	The hundred £0 4s. 2d.
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles other than those of heading 87.09)	25%	30%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3.)

MALAYSIA

Import restrictions

THE MALAYSIAN *Government Gazette* dated August 7, 1969 published the following amendments to Orders:

1. The Open General Licence (Imports) (Amendment) 1969 which amends the First Schedule to Open General Licence (Imports) (No. 1) 1955 by deleting:

'Gold, gold coins, bullion and any gold in whatever state or form, including articles of jewellery or ornament (other than a reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in the Federation from a place outside the Federation and intended solely for the personal use of such person)'

and substituting:

'Gold, gold coins (other than Singapore $150 denomination gold coin, not exceeding one piece, imported by a traveller on the person), bullion and any gold in whatever state or form, including articles of jewellery or ornament (other than a reasonable quantity of articles of personal jewellery imported *bona fide* as part of the personal baggage of a person arriving in the Federation and intended solely for the personal use of such person).'

2. The Customs (Prohibiting of Imports) (Amendment) Order 1969, which amends:

(a) The Customs (Control of Imports) Order, 1962 (applicable to the State of Sabah) by deleting from Schedule B:

'6. Gold, gold coins, bullion and any gold in whatever state or form including articles of jewellery or ornament.'

and substituting:

'6 Gold, gold coins (other than Singapore $150 denomination gold coin, not exceeding one piece, imported by a traveller in the person), bullion and any gold in whatever state or form, including articles of jewellery or ornaments.'

(b) The Customs (Prohibiting of Imports) (No. 2) Order, 1963 (applicable to the State of Sarawak) by deleting from the Third Schedule:

'7. Gold coin, gold bullion and any gold in whatever state or form including articles of jewellery or ornament.'

and substituting:

'7 Gold coin (other than Singapore $150 denomination gold coin, not exceeding one piece, imported by a traveller in the person), gold bullion and any gold in whatever state or form, including articles of jewellery or ornaments.'

The items included in these Schedules are subject to import licensing when imported from any countries.

Any inquiries regarding this notice, should be made to Tariff Section, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

SINGAPORE

Customs tariff changes

THE SINGAPORE *Government Gazette* dated August 8, 1969, publishes the Customs Duties (Amendment No. 6) Order, 1969, which amends the Schedule to the Customs Duties Order, 1968, by adding the following new items:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
	Group 666 – Pottery:				
666 400	Articles of a kind commonly used for domestic or toilet purposes, of porcelain or china	Value	10%	10%	Nil
666 603	Statuettes and other ornaments, articles of personal adornment or of furniture	Value	10%	10%	Nil

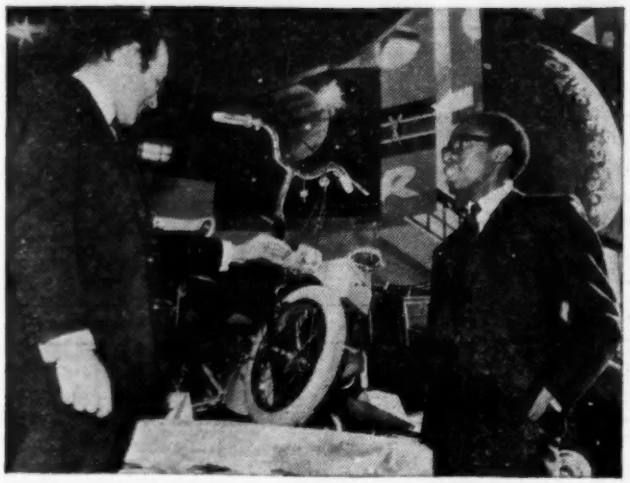
Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3.)

Control of Manufacture Ordinance

THE SINGAPORE *Government Gazette* dated August 1, 1969 publishes the Control of Manufacture (No. 5) Order, 1969, which amends the First Schedule to the Control of Manufacture Ordinance, 1959 (published in the *Board of Trade Journal* of May 22, 1959, page 1277) by the addition of the following:

(lxxx) Formaldehyde
(lxxxi) Phenol Formaldehyde Resin
(lxxxii) Urea Formaldehyde Resin
(lxxxiii) Electric fans: all types
(lxxxiv) Animal Feedmix
(lxxxv) Joss Paper
(lxxxvi) Wrapping Paper and Paper Board
(lxxxvii) Rolled Aluminium Products
(lxxxviii) Terrazzo and Marble Composition Tiles
(lxxxix) Ceramic Wall and Floor Tiles

The ordinance requires intending manufacturers of the scheduled items to register.



Raleigh Industries Limited, who claim to be the world's largest manufacturers of bicycles and toys, are to feature in the BBC's 'Trademark Britain' programme which highlights export achievement and reaches a 36 million audience through the Corporation's African Service. The 15 minute programme, to be heard during September in both English and Swahili, includes interviews with Mr. R. A. L. Roberts, export sales director; Mr. Jimmy Cumming, export development director; and Mr. Alan Oakley, technical manager, cycle division. Picture shows 'Trademark Britain' reporters Mr. Laurence Spicer (left) and Mr. Oscar Beauttah admiring the lunar display in the entrance hall of Raleigh's Nottingham headquarters.

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NEW ZEALAND

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on July 11, 1969:

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
Chapter 29	**Organic chemicals**				
29.05	Cyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:				
29.05.03	Terpineol	lb.	Free† Aul Free	20%†	25%†
29.05.08	Other	..	Free	20%	25%
Chapter 38	**Miscellaneous chemical products**				
38.07	Spirits of turpentine (gum, wood and sulphate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol):				
38.07.09	Pine oil (excluding 'pine oils' not rich in terpineol)	gal.	40% Aul Free	40%	40%

†Plus a duty to two-thirds of the amount by which the f.o.b. value is less than 30c per lb.

Tariff Item	Description	Unit	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
Chapter 73	**Iron and steel and articles thereof**				
73.28	Expanded metal, of iron or steel:				
73.28.01	As may be determined by the Minister	Cwt.	30%*	40%*	42½%*
73.28.09	Other	Cwt.	Aul Free Free	10%	12½%
Chapter 74	**Copper and articles thereof**				
74.12	Expanded metal, of copper:				
74.12.01	As may be determined by the Minister	Cwt.	30%*	40%*	42½%*
74.12.09	Other	Cwt.	Free	10%	12½%
Chapter 76	**Aluminium and articles thereof**				
76.14	Expanded metal, of aluminium:				
76.14.01	As may be determined by the Minister	Cwt.	30%*	40%*	42½%*
76.14.09	Other	Cwt.	Free	10%	12½%

† Or such lower rate of duty as the Minister may in any case direct.

The following items were revoked on July 11, 1969:

29.05	38.07	73.28.00
29.05.09	38.07.09	74.14.00
		76.14.00

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321.)

Tariff and Development Board report

COPIES OF THE following New Zealand Tariff and Development Board reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
90.19.25	Artificial teeth.

Emergency protection authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for Inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Circular Polishing Mops and Buffs of Cotton or Sisal (tariff item 59.17.08).

Details of the tariff items, under which the above-mentioned goods are duitable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
59.17.08	..	20%	36%	60%

The Emergency Protection Authority is required to report to the Minister by September 19, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 780/69.

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AUSTRALIA

Tariff Board inquiry on track and parts for tractors

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of track and parts for tractors (tariff item 87.06.191).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by the British High Commission at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than September 9. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1717/69.

GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the addition of the following new item.

721-04 Radio apparatus of telegraphy, telephony, television and radar.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

COSTA RICA

New address for British Embassy

HM EMBASSY in San Jose report that with effect from August 15, 1969 their postal address is as follows: British Embassy, Apartado 10056, San Jose, Costa Rica.

A consignment of Meltonian shoe and leather care products leaving the company's London factory for the United States. The consignment, worth over £40,000, was the first taken by the Magid Corporation of New Jersey after their appointment as main Meltonian distributor in the United States. Mr. P. Martin, Meltonian marketing manager (right) and Mr. L. Howard, export manager, look on.

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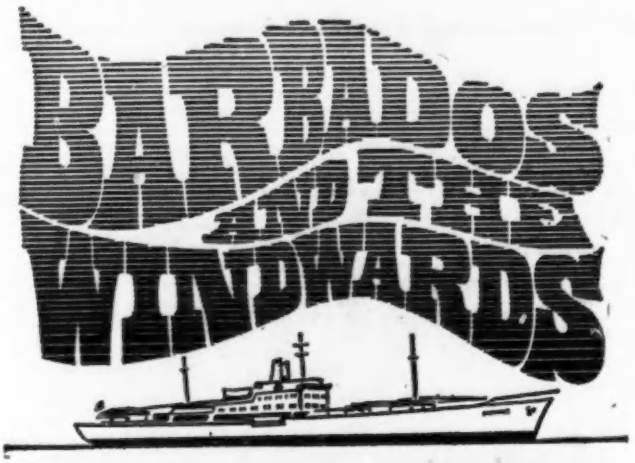

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UNITED STATES

Country of origin marking

THE UNITED STATES Bureau of Customs has under consideration a ruling providing that imported angles, shapes and sections should be individually marked to indicate the country of origin by a legible and conspicuous marking sufficiently permanent to remain on the articles in normal handling until they reach the ultimate purchaser.

Acceptable methods of marking would include rolling or die stamping the name of the country of origin into the articles, stencilling or stamping the name of country on the articles with paint or ink which can be easily read, or securely affixing a tag or other label to each article which legibly and conspicuously identifies the country of origin.

All interested persons may, before September 11, 1969, file written data and views on this proposal with the Commisioner of Customs, Washington DC 20226.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 12.8.69).

Suspension of duty on chicory roots

UNITED STATES Public Law 91-41, approved on July 9, 1969, makes permanent the existing temporary suspension of duty on crude chicory roots (United States tariff item 160.30).

Inquiries about the above Act should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457).

CANADA

Importation of hazardous products

THE SENATE of Canada passed an Act to prohibit the advertising, sale and importation of hazardous products (Bill S-26) on February 13, 1969.

This Act states that no person shall advertise, sell or import into Canada a hazardous product included in Part I (given below), and no person shall advertise, sell or import into Canada a hazardous product included in Part II (given below) of the schedule except as authorized by the regulations.

SCHEDULE

Part I

1. Jequirity beans (abrus precatorius) or any substance or article made from or including jequirity beans in whole or in part.
2. Furniture, toys and other articles intended for children, painted with a liquid coating material containing lead compounds of which the lead content (calculated as lead) is in excess of 0.50 per cent of the total weight of the contained solids, including, film solids, and driers.
3. Liquid coating materials and paint and varnish removers for household use having a flashpoint of less than 0°F as determined by method 3.1 of Specification 1-GP-71 of the Canadian Government Specifications Board.

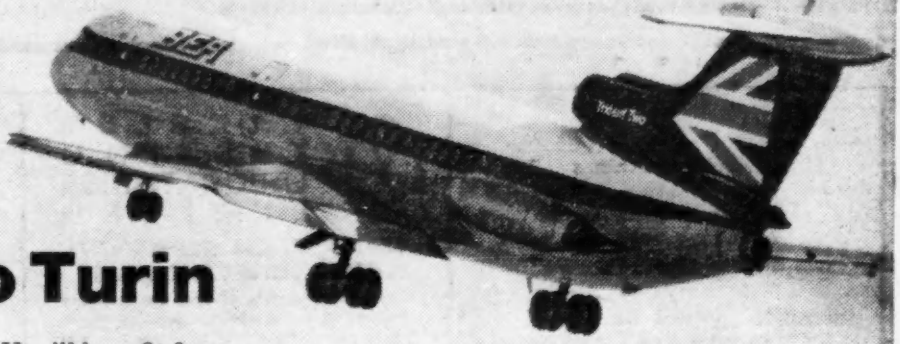
Part II

1. Bleaches, cleansers and sanitizers for household use containing chlorine or compounds thereof.
2. Cleansers for household use containing sodium hydroxide, potassium hydroxide, sodium bisulphate, hydrochloric acid or phosphoric acid.
3. Household polishes and cleaning agents containing petroleum distillates or chlorinated aliphatic hydrocarbons.
4. Glues for household or hobbycraft use containing aliphatic or aromatic hydrocarbon solvents or ketone solvents.

Parts I and II may be amended by additions or deletions.

APPLICATION OF ACT

This Act does not apply to any product or substance that is
(a) an explosive within the meaning of the Explosives Act;
(b) a cosmetic, device, drug or food within the meaning of the Food and Drugs Act;
(c) a control product within the meaning of the Pest Control Products Act; or
(d) a prescribed substance within the meaning of the Atomic Energy Control Act.



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Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
B. H. Varley

Yorkshire and Humberside Region
City House, New Station Street, Leeds, LS1 4JQ. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
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South Western Region
The Pithay, Bristol BS1 2NE. (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel Birmingham Midland 8221. Code. 021, 643, 8221. Telex No 33702.)
J. F. I. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, M1 4AT. (Tel. Manchester Central 2171 Code: 061. CEN 2171. Telex No. 66104).
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488 Code: 0232 34488. Telex No. 74578.)
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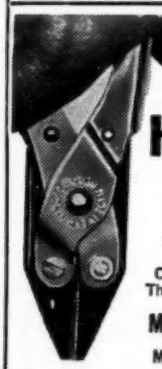

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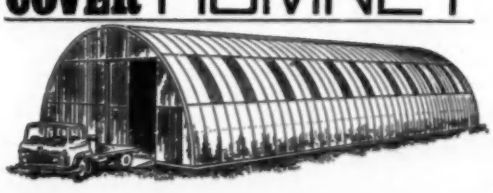

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EXHIBITION AT OLYMPIA

Electric motor maker drives exports up by one-third.

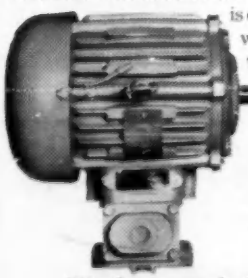
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.

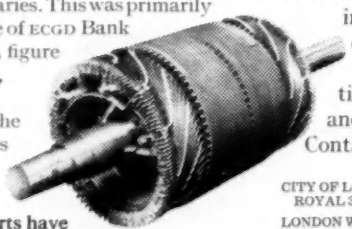


What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.



Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

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